

Track 2:

Financing and Making the Deal





2A. Creative Financing: Pathways to a Stronger Deal!

Level: 200
Date: Tuesday, December 07, 1999
Time: 10:30 - 12:00 AM
Location: San Antonio A

Purpose: Financing brownfields redevelopment is more than just getting a loan. This session will focus on other sources of capital such as insurance, tax increment financing, tax incentives, loan guarantees and more! The Financing Initiative for Environmental Restoration (FIER) will be highlighted.

Speakers and Affiliation:

Bob Hickmott (Moderator)
Senior Vice President

The Smith-Free Group
Washington, DC

Albert A. Bogdan
Planning Director and Brownfields Pilot Project Manager

Wayne County Brownfields Redevelopment Authority
Detroit, MI

Mark Briggs
President

Mark Briggs and Associates, Inc.
Santa Anna, CA

Sid W. Johnston
Executive Director

The Development Fund
San Francisco, CA

Jim Sowell
Attorney Advisor - Tax Legislative Counsel

U.S. Department of the Treasury
Washington, DC

Eloy Villafranca
Community Affairs Officer

Federal Deposit Insurance Corporation
Dallas, TX

Bob Hickmott

As Senior Vice President, Bob Hickmott brings to the Smith-Free Group his diverse and extensive experience in government, politics, and the business community. He has worked in senior management for two federal agencies in the Clinton-Gore Administration; has worked in the legislative branch for five senators; has practiced law and worked in legislative strategy and public affairs for two major corporations. Prior to joining The Smith-Free Group, Hickmott served as Counselor to Housing and Urban Development (HUD) Secretary, Andrew Cuomo, where he was the senior advisor to the Secretary on intergovernmental relations and external constituencies. He was also the director of the Department's Brownfields program which combined economic development with environmental cleanup in America's cities. Prior to that, he was the Associate Administrator for Congressional Affairs for EPA Administrator Carol M. Browner. Hickmott served as the principal advisor on all congressional and legislative issues and helped to develop and implement the Administration's environmental agenda on Superfund, Clean Water Act, Brownfields, and issues such as food safety and drinking water.

Before joining the Clinton Administration in January 1993, Hickmott was Deputy Executive Director for the Democratic Senatorial Campaign. From 1989-1991, he was an Associate with the law firm of Skadden, Arps, Slate, Meagher and Flom. From 1987-1989, Hickmott was Chief of Staff for the Senator Timothy E. Wirth and Finance Director for his Senate Campaign. He has also held positions as Political Affairs Director for Congoleum Corporation from 1983-1984; Executive Director, National Business Council, Democratic National Committee, 1980-1983; Public Affairs Counsel, E.I. DuPont Company, Wilmington, DE, 1978-1981; and Director of Alumni/Admissions Programs, Boston University Alumni Affairs Office, 1976-1978.

Hickmott graduated summa cum laude from Boston University School of Public Communications with a Bachelor of Science degree in public communications in 1976. He received his Juris Doctor from Georgetown University Law Center in 1988.



Albert A. Bogdan

As Planning Director for Wayne County, Michigan, Mr. Bogdan has been primarily responsible for helping design urban recovery programs for the county's blighted communities, implement a countywide brownfields program, serves as Project Manager for the EPA Pilot Assessment Program and Brownfields Cleanup Revolving Loan Fund, leads the Urban Recovery Partnership with the county's older communities, heads the Housing & Community Development Corporation of Wayne County, initiated several major urban residential developments, and helped get the Detroit River an American Heritage River designation. Mr. Bogdan is considered a specialist in urban development financing mechanisms including tax increment financing.

Mr. Bogdan served as the Director of the Michigan Office of Economic Expansion's Detroit Regional Office and then as its statewide director. He helped establish the Office's economic development strategies for the latter part of the twentieth century. Mr. Bogdan organized an aggressive small business program that encouraged the growth of entrepreneurship. Some of the programs included the development of an SBA 504 LDC, investment, legislative changes to permit Pension Fund Venture Capital Investment, technical support program to get federal small business research & innovation grants, state business financing program using the state capture of oil lease revenue from state land, research grants, a small business advisory committee to reduce barriers to small business development, and encouraging and financing the establishment of local economic development organizations. Mr. Bogdan also prepared the plans leading to the development of Oakland Technology Park and a new GM Assembly Plant in the City of Detroit.

Later, as Director of Economic Development for McKenna Associates (a Michigan based Community Planning Consulting Firm), Mr. Bogdan was responsible for the preparation of market studies, economic analysis, economic development strategies, and community development projects. Some of the projects included: Master Plan Economic Forecasts for Several Michigan Communities; Market Studies for Industrial Parks; Retail Market Studies for Bay City Downtown Plan, Hazel Park, Ferndale, Michigan; Focus Group Facilitation for Bay City Downtown Plan and a Residential Subdivision in Flint; Input Output Economic Impact Analysis for Michigan Molecular Biology Institute; Forecast of Classroom Demand for Suburban School District using Birth/Death/Migration Model; Manage development projects from beginning to end for shopping centers in Hazel Park and Royal Oak township and Senior Housing Development in Fenton, Michigan; and Set up and managed Downtown Development Authorities including financing of projects in City of Hazel Park, City of Fenton, Royal Oak Township, City of Belleville.

Mr. Bogdan has been the chief executive officer of several community economic development organizations in Western Massachusetts, Bridgeport, CT, and Newport News, Va. In this role, he was instrumental in developing and implementing broad based economic development strategies and programs for those communities. The projects ran the gamut, from setting up minority business technical support and loan programs, preparing and receiving EDA grants for an inner city industrial park, establishing an aggressive marketing program, and designing and implementing community college based training program for mold makers, to establishing an SBA backed Local Development Corporation. Mr. Bogdan's undergraduate degree is from City College of New York, and he received his MBA from the University of Massachusetts.

Abstract: The discussion will cover tax increment financing and the Brownfield Redevelopment Authority as it works in Wayne County, using both as a tool, and then will briefly hit on the myriad of programs offered by the state of Michigan.

Mark Briggs

Biography / Abstract not available at time of printing.

Sid W. Johnston

Sid Johnston is Executive Director of The Development Fund. In his tenure at this organization, he has led the Implementation of statewide affordable housing consortia in Maine and Utah. He is currently leading the implementation of a pioneering effort to assist the insurance industry in increasing community investments in California. Sid has also staffed The Development Fund's efforts on behalf of The Banking Council and the African Union of Housing Finance in the Republic of South Africa to address issues relating to community investment.

He comes to the organization with two decades of experience in both public benefit and for-profit financial services firms. From May 1994 until February 1996, he served as President of Savings Associations Mortgage



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Company, Inc. (SAMCO), a statewide affordable housing lending consortium based in San Jose, California. While at SAMCO, Mr. Johnston was responsible for revitalizing the company's lending activities and for setting a strategic direction to position SAMCO to continue its leadership role in affordable rental housing finance.

Before joining SAMCO, Mr. Johnston served as Executive Vice President and Chief Operating Officer of Sears Savings Bank in Chicago. In addition to Sears, he has extensive experience in both insured and unregulated financial services firms, including Citicorp, ITT, Financial Corporation and Navistar Corporation.

Mr. Johnston was born and raised in Northwestern Wyoming, and was educated at the University of Wyoming. His graduate business degree is from the American Graduate School of International Management in Arizona.

Jim Sowell

Mr. Sowell is an Attorney Advisor with Tax Legislative Counsel in the Office of Tax Policy at the U.S. Treasury Department. As an Attorney Advisor, Mr. Sowell is responsible for the development of legislative and regulatory guidance relating to partnerships and REITs, and is also involved in the development of guidance in other areas, including corporate reorganizations, empowerment zones, and brownfields. Prior to joining the Treasury Department, Mr. Sowell was an associate at the Atlanta office of King & Spalding. Mr. Sowell received his undergraduate degree from the University of Florida with high honors and also graduated with high honors from the University of Florida College of Law where he was elected to the Order of the Coif and served as Chief Tax Editor of the Florida Law Review. He received his LL.M. in taxation from New York University where he served as a Graduate Editor of the Tax Law Review. Mr. Sowell is admitted to practice in Florida and Georgia.

Elov Villafranca

Biography / Abstract not available at time of printing.



2B. Beyond the Capital Influx: Community Continuity in Brownfields

Level: 300
Date: Tuesday, December 07, 1999
Time: 2:15 - 3:45 PM
Location: Houston C

Purpose: How have the most successful cities parlayed one-time infusions of capital into long-term programs yielding great benefits? This how-to session will provide an insider's view of the practices cities have used to "internalize" brownfields processes into community agencies. If your community is seeking sustainable brownfields efforts through long-term support of public-private partnerships, this panel is for you!

Speakers and Affiliation:

Roland V. Anglin Ph.D. (Moderator)
Senior Vice President

SEEDCO
New York, NY

Denise K. Chamberlain
Deputy Secretary

Pennsylvania Department of Environmental Protection
Harrisburg, PA

Greg Clark
Director

Greater London Enterprise
United Kingdom

Ron Shiffman
Director

Pratt Institute
Brooklyn, NY

The Honorable Kirk Watson
Mayor

City of Austin
Austin, TX

Roland V. Anglin

Roland Anglin is Senior Vice President of Operations at Structured Employment Economic Development Corp in New York, NY. He is Responsible for management and deployment of staff operations in 25 areas of program concentration across the United States and external relationships in the philanthropic and public sector.

Mr. Anglin has been active at the Ford Foundation in New York, NY since 1992. Until 1996 he served as Program Officer of the Urban Poverty Program. Mr. Anglin was responsible for grant making in the areas of community development and urban poverty. He managed a grant making portfolio of over \$30 million biannually and a group of national and regional organizations that serve as funding agents and technical assistance providers to local community-based organizations. Mr. Anglin implemented a major nationwide initiative to enhance skills of existing practitioners in community development and to attract new entrants. He created a public relations initiative to raise the visibility of the field of community development. He developed an initiative to link American and international community-based organizations that practice community development to share resources and exchange ideas. Mr. Anglin has managed and expanded community development partnerships involving city governments, local and regional philanthropic funders, and banks. As Deputy Director of Community and Resource Development at the Ford Foundation from 1996 to present, he is responsible for grant making in the areas of community resource development. He also assists in the management of a grant-making unit composed of eight program officers.

Mr. Anglin is Adjunct Professor (since 1996) at City University of New York, Baruch College, School of Public Affairs in New York, NY. He teaches public management courses in the Executive Masters Program in Public Affairs and the National Urban Fellows Program. Mr. Anglin has also been an assistant professor at Rutgers University in New Brunswick, New Jersey, a research fellow to the Governor of New Jersey, a fellow at Williams College, a researcher at The Chicago Urban League, and a course instructor at Roosevelt University in Chicago. Mr. Anglin is a board member at NAWBGO Public Radio in Newark, NJ (1999-present), the Neighborhood Funders Group (1998-present), the Association for Public Policy Analysis and Management in Washington, D.C. (1997-present), the Institute for the Regional Community (Part of the National Association of Regional Councils) in Washington, D.C (1996-present), and he is on the editorial board at the Urban Affairs Review, (1996-1999).



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Mr. Anglin has published several works including: "Constructing Cooperation: Instituting A State Plan for Development and Redevelopment," The Journal of Policy Analysis and Management, Volume 14, No 3, Summer 1995; "Searching for Justice: Housing Policy as a Mechanism for Social and Economic Mobility," Urban Affairs Quarterly, Volume 29, No 3, March 1994; "Attitudes of Urban and Non-Urban Residents Toward Local Growth and Growth Management," Working Paper No. 15, Center for Urban Policy Research, Rutgers University.

Mr. Anglin holds a Ph.D. in Political Science (1991) from the University of Chicago. He earned a Master of Arts (M.A.) from Northwestern University (1982) and a Bachelor of Arts (B.A.) from Brooklyn College.

Denise K. Chamberlain

Denise K. Chamberlain is Deputy Secretary of Air, Recycling and Radiation for the Pennsylvania Department of Environmental Protection. Prior to joining the DEP, Denise was Associate Counsel & Vice President at Mellon Bank, N.A., where she practiced in the areas of environmental law, corporate lending and bankruptcy. Ms. Chamberlain drafted Mellon's environmental credit policy and was the lawyer responsible for the bank's Environmental Risk Program. Prior to joining Mellon Bank, she practiced law at Buchanan Ingersoll, P.C. and at Marion McDonough & Lucas, P.C. Ms. Chamberlain was the principal technical advisor to the drafters of Pennsylvania's Economic Development Agency, Fiduciary and Lender Environmental Liability Protection Act (Act 3 of 1995), 35 P.S. d 6027.5 (1995). This law is part of the legislation that created the Pennsylvania Land Recycling Program. Act 3 of 1995 changes fiduciary and lender liability from strict, joint and several liability to a direct causation standard. Denise also advised Pennsylvania Governor Tom Ridge on formulating his strategies as Chairman of the Council of Great Lake Governors. During her tenure at Mellon Bank, Ms. Chamberlain was selected as 1 of 6 private sector professionals to assist in developing the Council's national and regional initiatives for brownfield redevelopment.

Denise is chairman of the American Bar Association's Environmental Aspects of Lender Liability Committee. In 1994, she co-founded the Environmental Bankers Association, a national group of bank officers who are responsible for environmental risk programs throughout the country. For several years, Ms. Chamberlain chaired the Pennsylvania Bankers Environmental Task Force, and served on the American Bankers Association Environmental Task Force.

Denise frequently lectures on the topics of environmental law and corporate bankruptcy at seminars for the American Bar Association, Banking Law Institute, Executive Enterprises, Inc., RTM Communications, Inc. Pennsylvania Bankers Association, Pennsylvania Bar Institute and the Pennsylvania Bar Association. She is a contributing author of the book, A Lender's Guide To Environmental Law: Risk and Liability, published by Matthew Bender Publications, Inc., and is on the Board of Advisors for Lenders' Legal Alert, a monthly legal publication.

In 1984, Ms. Chamberlain earned her Juris Doctor (J.D.) Degree from the College of Law, West Virginia University, where she was Lead Articles Editor of the Journal of College and University Law. She received her Bachelor of Arts (B.A.), cum laude, from Bethany College in 1978.

Greg Clark

Greg Clark is Managing Director of Economic Development at Greater London Enterprise, the regional development company owned by London's 33 municipalities. He has worked in Economic Development and Urban Regeneration in London for 10 years and has extensive experience of UK, European and North American approaches to Urban, Local and Regional Economic Development. He is a non-executive director of the European Association of Development Agencies (EURADA), the British Urban Regeneration Association, Vision for London, the Unemployment Unit, and Youth Aid. Mr. Clark occasionally serves as a member of OECD evaluation teams on local and regional development and urban regeneration. He is chairman of the EURADA Urban Development Agencies grouping. His varied career has taken him to the USA and Europe for extended periods, including spells in Brussels, New York and Washington DC.

In 1995, Greg Clark was selected as a Harkness Fellow (a program for emerging leaders in Public Policy) and spent a year in the U.S. as a guest of the U.S. Government assessing economic development agencies in American and Canadian cities and regions. He has authored a number of reports comparing urban economic development in Britain and the U.S. He has a particular interest in metropolitan areas undergoing governmental reorganization.

Greg Clark was educated at Cambridge University, Columbia University (New York) and (currently) the London School of Economics. He is a Fellow of the Royal Society of Arts and presently lives in Hackney, east London.



Ron Shiffman

Ron Shiffman is a city planner with 35 years of experience providing program and organizational development assistance to community-based groups in low and moderate-income neighborhoods. Trained as an architect and urban planner, he is an expert in the areas of financial packaging, innovative community-based financing, real estate development, and community-based planning. He has had extensive experience bringing together private and public sector sponsors of housing and related community development projects. In 1964, Ron Shiffman co-founded the Pratt Institute Center for Community and Environmental Development [PICCED]. Today, PICCED is the oldest continuously operated university-based planning and technical assistance and training organization in the United States working with community-based groups in low and moderate-income communities. PICCED operates a Community Economic Development Internship, which has trained over 250 leaders of community-based organizations in housing and economic development skills. The "Internship" has attracted participants from all over the world. In addition to directing the work of the Pratt Center, he is a tenured professor at Pratt Institute where he chaired the Department of City and Regional Planning from 1991 to 1999. He has taught and developed courses on urban and community planning, participatory planning, sustainable development, and the history and philosophy of community development. In recent years, he has written extensively and advocated for the need to revitalize neighborhoods through comprehensive and integrative planning strategies. He has served as a consultant to HUD, the USAID and the Ford Foundation on national and global community-based initiatives.

Mr. Shiffman is an executive committee member of the International Research and Exchange for Development (IRED), and is president of the Salzburg Congress on Urban Planning and Development. Over the past three years he has lectured extensively on Brownfield revitalization strategies. He has led professional study tours of innovative Brownfield revitalization efforts and chaired the recent Salzburg Congress on Urban Planning and Developments meeting on the Regeneration of Brownfields. Over the past year he has served as a member of the Pocantico Roundtable, which was comprised of a diverse group of people—including for-profit and not-for-profit developers, environmentalists, social justice activists, government officials and the business sector—who were brought together to develop a comprehensive brownfields revitalization strategy for New York State. Their recommendations are now being considered alongside the Governor's recommendations by the New York State Legislature.

In addition to his role as director of PICCED, Mr. Shiffman is a tenured professor at Pratt Institute's School of Architecture. Professor Shiffman was a mayoral appointee to the New York City Planning Commission from 1990 to 1996. He is the recipient of numerous awards and has authored a number of articles on urban planning, social justice and community economic development.

Abstract: Ron Shiffman's talk will focus on the sustainable reuse of brownfields with the goal of stimulating community-based qualitative development, particularly in low and moderate income communities. Examples of best or appropriate practices from abroad and how they can be applied to the US context will be demonstrated and discussed. There will be a slide presentation juxtaposing some of these "best practice" examples from abroad with "Brownfield" opportunity sites in the U.S.

The Honorable Kirk Watson

Kirk Watson was sworn in as Mayor of Austin on June 15, 1997. He has addressed Austin's growth and many tough issues with imagination, determination, and a sense of humor. The Mayor's innovation and energy have received national attention. Among other requests, he was invited to speak at the National Smart Growth Conference in Chicago on April 19, 1999. Most recently, he was plenary speaker in Houston at the University of Houston on May 18, 1999. Texas Monthly Biz Magazine named Mayor Watson the Best Mayor in Texas for business in its March 1999 issue and said, "Austin has in Kirk Watson a man with a vision of what the community wants and the moxie to carry it out." The Wall Street Journal recognized him in its list of winners for 1998 by saying, "Austin's Mayor Kirk Watson promised that he would temper the city's fractious, often nasty political climate, and he delivered." The Mayor has received numerous other awards for his work, including the Centex Chapter of the American Society of Public Administrators' naming him Public Administrator of the Year in 1998, Leadership Austin's 1998 Community Trusteeship Award, the Downtown Austin Alliance's 1998 Impact Award for his leadership in revitalizing Downtown Austin, Ballet Austin's 1998 Bravo Award, and S.M.A.R.T., a group dedicated to helping minority youth, named him Community Person of the Year.

Mayor Watson is the Managing Partner in the Austin law firm of Watson, Bishop, London, and Galow, P.C. Over the years, Mayor Watson's leadership abilities in the field of law have been recognized through awards such as being named the Outstanding Young Lawyer of Texas of 1994 by the Texas Young Lawyers Association. He graduated first in his class from Baylor Law School and was Editor-In-Chief of the Baylor Law Review. In 1997, he was named one of Baylor's Outstanding Young Alumni and the Young Baylor Lawyer of the Year. He also



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was specially recognized in 1997 by the Texas Law Fellowships for Excellence in Public Interest Law. Mayor Watson also gives of himself in other ways by lecturing in numerous Continuing Legal Education programs and writing for legal publications. In 1996, he was Vice Chair of Governmental Relations of the Greater Austin Chamber of Commerce.

Governor Ann Richards appointed Mr. Watson as Chair of the Texas Air Control Board in 1991. Under his leadership, Texas led the nation in complying with the Federal Clean Air Act. He served until the Air Board was consolidated with the Texas Water Commission into the Texas Natural Resource Conservation Commission on September 1, 1993. He was a recipient of the Sierra Club, Lone Star Chapter, Special Service Award in 1994 and the American Lung Association of Texas Advocacy Award as an outstanding public health advocate in 1993.



2C1. The Basics of Brownfields Financing

Level: 100
Date: Monday, December 06, 1999
Time: 1:00 - 2:30 PM
Location: Houston B

Purpose: This session will provide everything you need to know about project funding. In a classroom setting, find out what it takes to get support from lending institutions and learn about the myriad of available public and private funds and incentives. A variety of insurance products will be covered, along with tips on how to proceed with your project.

Speakers and Affiliation:

Charles Bartsch (Instructor)
Senior Policy Analyst

Northeast - Midwest Institute
Washington, DC

Charles Bartsch

Charles Bartsch is a senior policy analyst specializing in economic development issues at the Northeast-Midwest Institute. His most notable specialties are industrial site reuse, federal and state technical and financial assistance, tax incentives, technology transfer, and manufacturing modernization. He is the author of: Financing Brownfields Reuse; Brownfields "State of the States" Reports; Coming Clean for Economic Development; Advancing Manufacturing Competitiveness: A Practitioner's Guide to Federal Assistance; New Life for Old Buildings: Confronting Environmental and Economic Issues to Industrial Reuse; Industrial Site Reuse, Contamination, and Urban Redevelopment; and Utilities and Manufacturers: Pioneering Partnerships and Their Lessons for the 21st Century. Bartsch also is the author of the Institute's Revitalizing Small Town America: State and Federal Initiatives for Growth, Guide to State and Federal Resources for Economic Development, and many other publications and reports.

From 1981 to 1984, Bartsch served as a legislative and federal programs analyst for the National Council for Urban Economic Development. From 1979 to 1981, Bartsch served as a presidential management intern on the urban policy staff at the Department of Housing and Urban Development, where he contributed to the President's 1980 Urban Policy Report on business development and neighborhood revitalization issues.

Bartsch often testifies before congressional committees on issues such as economic development and recovery. His writings on economic development issues have been published in Issues in Science and Technology, the quarterly magazine of the National Academy of Sciences, Economic Development Quarterly, Economic Development Commentary, Public Utilities Fortnightly, and in books and journals published by the American Association of State Colleges and Universities, the National Council for Urban Economic Development, Sage publications and other organizations. Mr. Bartsch has advised several local and state economic development programs, including Chicago's brownfields task force and Ohio's Edison Technology Centers program. In addition, he is co-chair of the Policy Section of the new National Brownfields Association. Mr. Bartsch holds a Master Degree in Urban Policy and Planning from the University of Illinois at Chicago, and a Bachelor of Arts Degree from North Central College in Naperville, Illinois.



2C2. The Basics of Brownfields Financing

Level: 100
Date: Tuesday, December 07, 1999
Time: 2:15-3:45 PM
Location: Dallas A-III

Purpose: This additional session on brownfields financing will provide everything you need to know about project funding. In a classroom setting, find out what it takes to get support from lending institutions and learn about the myriad of available public and private funds and incentives. A variety of insurance products will be covered, along with tips on how to proceed with your project.

Speakers and Affiliation:

Charles Bartsch (Instructor)
Senior Policy Analyst

Northeast - Midwest Institute
Washington, DC

Charles Bartsch

Charles Bartsch is a senior policy analyst specializing in economic development issues at the Northeast-Midwest Institute. His most notable specialties are industrial site reuse, federal and state technical and financial assistance, tax incentives, technology transfer, and manufacturing modernization. He is the author of: Financing Brownfields Reuse; Brownfields "State of the States" Reports; Coming Clean for Economic Development; Advancing Manufacturing Competitiveness: A Practitioner's Guide to Federal Assistance; New Life for Old Buildings: Confronting Environmental and Economic Issues to Industrial Reuse; Industrial Site Reuse, Contamination, and Urban Redevelopment; and Utilities and Manufacturers: Pioneering Partnerships and Their Lessons for the 21st Century. Bartsch also is the author of the Institute's Revitalizing Small Town America: State and Federal Initiatives for Growth, Guide to State and Federal Resources for Economic Development, and many other publications and reports.

From 1981 to 1984, Bartsch served as a legislative and federal programs analyst for the National Council for Urban Economic Development. From 1979 to 1981, Bartsch served as a presidential management intern on the urban policy staff at the Department of Housing and Urban Development, where he contributed to the President's 1980 Urban Policy Report on business development and neighborhood revitalization issues.

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2D. Greening Brownfields: Protecting Greenspace and Cultivating Quality of Life

Level: 100
Date: Tuesday, December 07, 1999
Time: 2:15-3:45 PM
Location: Houston A

Purpose: Loss of greenspace is often equated with a diminished quality of life. This session will focus on solutions to sprawl, greenspace protection, and financing of non-economic uses in brownfields redevelopment. The "Livability Agenda" and Better America Bonds will be highlighted.

Speakers and Affiliation:

The Honorable Lee R. Clancey (Moderator)
Mayor

City of Cedar Rapids
Cedar Rapids, IA

Eileen Buckheit
Project Manager

City of Bridgeport
Bridgeport, CT

Jonathan P. Deason, Ph.D.
Professor of Environmental Management

George Washington University
Washington, DC

Pablo Otaolo
Director General

Bilbao Ria 2000
Spain

George William Sherck, J.D.
Research Associate

George Washington University
Washington, DC

D. Reid Wilson
Chief of Staff

U.S. Environmental Protection Agency
Washington, DC

The Honorable Lee R. Clancey

Lee Clancey is serving her second term as mayor. Mayor Clancey is the first woman mayor in Cedar Rapids' history. She serves as President of the Council and has general supervision of the city's 1400 employees.

Since coming into office, Mayor Clancey has been appointed to the U.S. Conference of Mayors Advisory Board and co-chair of the Brownfields Task Force. The 1999 convention of the U.S. Conference of Mayors recently elected Mayor Clancey as one of twelve Trustees for the organization and Mayor Clancey will serve as chair of the Conference's Women Mayors Group. Mayor Clancey has been an active volunteer in the Cedar Rapids area. She has served on many community boards and commissions.

Prior to her election, Mayor Clancey served as Executive Director of the Renaissance Group, a downtown revitalization organization. Ms. Clancey earned her Bachelor of Arts (B.A.) Degree in English Education from the University of Iowa in 1972.

Eileen Buckheit

Eileen Buckheit has been involved in brownfields redevelopment for approximately three years while working for the City of Bridgeport, Connecticut. She has been involved in various brownfield projects ranging from the large Bryant Electric/Westinghouse project to smaller manufacturing sites and gas stations. Recently she has been working with EPA Region I to assess two sites with a second Pilot grant, as well as two targeted site assessments.

Ms. Buckheit recently left Bridgeport to work for the Regional Growth Partnership, a regional economic development organization in New Haven, CT. Her involvement in brownfields will continue with work on redevelopment of the Quinnipiac River.

Ms. Buckheit has a Masters Degree in Public Administration from the University of Connecticut.



Jonathan P. Deason, Ph.D.

Jonathan Deason was appointed Professor of Environmental and Energy Management at the George Washington University in August 1996.

Before joining GWU, Deason was Vice President for Environmental and Educational Affairs at the American Road and Transportation Builders Association (1994-1996), a federation of 4,000 companies, public agencies and universities engaged in transportation construction.

Mr. Deason was Director of the Office of Environmental Policy and Compliance at the U.S. Department of the Interior from 1989 to 1994, where he managed nine regional offices across the nation and seven staff divisions in Washington, D.C. He was responsible for ensuring that Interior's 81,000 employees complied with environmental laws and regulations in managing 20 percent of the surface area of the United States.

Prior to his position as Director, Deason served as Manager of the National Irrigation Water Quality Program in the Interior Department (1986 to 1989), where he directed a team of about 200 multi-disciplinary specialists engaged in responding to irrigation-induced contamination problems across the western states. From 1984 to 1986, he was the Special Assistant for Water Resources to the Assistant Secretary of the Army (Civil Works) where he helped manage the Army Corps of Engineers.

Mr. Deason served in the Interior Department as a Senior Policy Analyst in the Office of the Secretary from 1982 to 1984, and as Chief of the Water Resources Program of the Bureau of Indian Affairs from 1978 to 1982. Prior to that, he served with the Army Corps of Engineers as both a civilian and a military officer for eight years.

Deason holds a Ph.D. degree in environmental systems engineering from the University of Virginia, an M.S. degree in environmental engineering from the Johns Hopkins University, an M.B.A. degree in management from Golden Gate University, and a B.S. degree in engineering from the U.S. Military Academy.

He has served as President of the National Capital Section, American Society of Civil Engineers and on the national boards of directors of the American Water Resources Association and the Renewable Natural Resources Foundation.

From 1984 until his current appointment at GWU, Deason taught more than 60 graduate and undergraduate engineering and environmental management courses at George Washington University, the Catholic University of America and the University of Maryland. He is a licensed Professional Engineer in the Commonwealth of Virginia and has authored more than 50 professional papers dealing with environmental issues. He currently is Chief of Staff (Reserve) of the U.S. Army Corps of Engineers.

Deason has received a number of awards, including the 1984 Arthur S. Flemming Award for work related to improving utilization of the Nation's water resources, the 1992 Department of the Interior Federal Engineer of the Year Award, the 1992 Founder's Medal of the National Society of Professional Engineers (NSPE) and selection as the NSPE Federal Engineer of the Year, the 1993 Engineering Achievement Award of the Virginia Engineering Foundation, and a 1993 Executive Rank Award from the President of the United States.

Abstract: Mr. Deason will be making the presentation, "To Develop or to Redevelop: The Relationship Between Brownfields Redevelopment and Urban Sprawl" with George William Sherk, J.D., M.A.

This presentation explains the objectives, methodologies and conclusions of a recent research project funded by the U.S. Environmental Protection Agency. The research project addressed the difficult challenge of redeveloping "brownfields" (unused or underutilized sites in urbanized areas that may have been contaminated by prior use). It has been estimated that as many as 650,000 such sites exist in the United States and that the total cost of restoring them to productive use may be in excess of \$500 billion.

The purposes of the research project were (1) to identify and describe the "real world" factors that most influence both public and private sector decisions to redevelop brownfields or, alternatively, to develop "greenfields" (previously undeveloped suburban or rural areas), (2) to determine the extent to which the redevelopment of brownfields reduced developmental pressures on greenfields, (3) to examine and quantify the economic benefits that were induced by the redevelopment of brownfields and (4) to identify federal and state statutes and regulations that either inhibit the redevelopment of brownfields or that encourage the development of greenfields.



In carrying out this research project, the investigators examined site-specific factors that led to decisions to redevelop brownfields rather than to develop greenfields. Individuals involved in the redevelopment of brownfields in six metropolitan areas were interviewed with specific questions focusing on the factors that most influenced their decisions. In order to determine the extent to which the redevelopment of brownfields resulted in a reduction of developmental pressures on greenfields, the essential characteristics of each brownfield redevelopment project (e.g., number of dwelling units, total number of square feet, number of employees, etc.) were examined in the context of the land use requirements that would have been applicable to the redevelopment project, had that project been constructed in a proximate greenfield area. Preliminary conclusions indicate that significantly more land would have been required if the specific brownfields redevelopment projects had been constructed in greenfield areas with the greatest differential arising with regard to residential redevelopment projects.

Pablo Otaolo

Biography / Abstract not available at time of printing.

George William Sherk

Mr. Sherk is a Research Associate and D.Sc. candidate in the Environmental and Energy Management Program, Department of Engineering Management and Systems Engineering in the School of Engineering and Applied Science at George Washington University. He also maintains a limited natural resources and environmental law practice.

From 1995 through 1996, Mr. Sherk was a Visiting Associate Professor of Natural Resources and Environmental Law and Economics in the Policy Research Center/School of Policy Studies at Georgia State University. Prior to joining the Policy Research Center in 1995, he served as a Visiting Professor at the Georgia State University College of Law (1994-1995) and as a Visiting Scholar at the University of Wyoming College of Law (1993).

Mr. Sherk has had extensive experience in the practice of law, including having served as a trial attorney with the Environment and Natural Resources Division, U.S. Department of Justice (1984-1990) and as a special assistant in the Office of Water Policy, Office of the Secretary, U.S. Department of the Interior (1982-1983). As an attorney with the National Conference of State Legislatures (1980-1982), he worked with numerous state legislatures on issues relating to the management and allocation of both water and energy resources. He has served on the editorial board of the Denver Journal of International Law and Policy and is presently a member of the Editorial Board of Rivers.

He received his law degree from the University of Denver after having completed undergraduate and graduate studies at Colorado State University in Fort Collins, Colorado. He resides in Alexandria, Virginia.

Abstract: Mr. Sherk will be making the presentation, "To Develop or to Redevelop: The Relationship Between Brownfields Redevelopment and Urban Sprawl" with Jonathan P. Deason, Ph.D., P.E.

This presentation explains the objectives, methodologies and conclusions of a recent research project funded by the U.S. Environmental Protection Agency. The research project addressed the difficult challenge of redeveloping "brownfields" (unused or underutilized sites in urbanized areas that may have been contaminated by prior use). It has been estimated that as many as 650,000 such sites exist in the United States and that the total cost of restoring them to productive use may be in excess of \$500 billion.

The purposes of the research project were (1) to identify and describe the "real world" factors that most influence both public and private sector decisions to redevelop brownfields or, alternatively, to develop "greenfields" (previously undeveloped suburban or rural areas), (2) to determine the extent to which the redevelopment of brownfields reduced developmental pressures on greenfields, (3) to examine and quantify the economic benefits that were induced by the redevelopment of brownfields and (4) to identify federal and state statutes and regulations that either inhibit the redevelopment of brownfields or that encourage the development of greenfields.

In carrying out this research project, the investigators examined site-specific factors that led to decisions to redevelop brownfields rather than to develop greenfields. Individuals involved in the redevelopment of brownfields in six metropolitan areas were interviewed with specific questions focusing on the factors that most influenced their decisions. In order to determine the extent to which the redevelopment of brownfields resulted in a reduction of developmental pressures on greenfields, the essential characteristics of each brownfield



redevelopment project (e.g., number of dwelling units, total number of square feet, number of employees, etc.) were examined in the context of the land use requirements that would have been applicable to the redevelopment Project, had that project been constructed in a proximate greenfield area. Preliminary conclusions indicate that significantly more land would have been required if the specific brownfields redevelopment projects had been constructed in greenfield areas with the greatest differential arising with regard to residential redevelopment projects.

D. Reid Wilson

Biography / Abstract not available at time of printing.



2E. Sharing the Risk: Insurance Innovations

Level: 200
Date: Tuesday, December 07, 1999
Time: 8:45 - 10:15 AM
Location: San Antonio A

Purpose: Environmental insurance is more available, more cost-effective, and more flexible than ever. Join the insurance experts for a look at the tenets underlying environmental insurance, hot new products, and special insurance vehicles tailored to brownfields cleanup and redevelopment. A new state-wide insurance model will be presented.

Speakers and Affiliation:

Janet D. Moylan (Moderator)
Vice President, Marketing

AIG Environmental
Washington, DC

Robert P. Hallenbeck
Vice President

ECS, An XL Capital Company
Exton, PA

Peter Hollingworth
Vice President

Massachusetts Business Development Corporation
Boston, MA

Donna H. Sandidge
Managing Director

Marsh Risk Consulting/Marsh, Inc.
Nashville, TN

John J. Theiss
Principal, Real Estate Services

ARCADIS Geraghty & Miller
Phoenix, AZ

Janet D. Moylan

Janet Moylan is the Vice President of Marketing for AIG Environmental. Ms. Moylan handles the advertising and marketing for AIG Environmental's Casualty and Environmental Divisions. In promoting AIG Environmental's insurance capabilities, Ms. Moylan works closely with the brokerage community and AIG Environmental's insureds. She is dedicated to educating potential customers on AIG Environmental's capabilities as well as soliciting input on future or current coverage needs for new product development.

Previously, Ms. Moylan was a regional resource and environmental consultant for Willis Corroon's Environmental Risk Management Services Division. Ms. Moylan consulted with the Mid-Atlantic and Southeast Willis Corroon clients and account executives who were addressing environmental loss exposures through the creation and implementation of risk management programs. Prior to joining Willis Corroon, Ms. Moylan was a vice president in Rollins Hudig Hall's Major Account Brokerage Division serving as a corporate resource for environmental liability. Her responsibilities included the development of promotional, marketing, and informational pieces distributed internally and to the firm's clients. She provided retail offices and their clients with guidance in environmental compliance and risk financing.

Well-versed on the subject of environmental risk management, Ms. Moylan has published several articles: "Coping with the Green Machine," John Liner Review, Summer 1992; "Browsing Through the Environmental Marketplace," Risk Management Magazine, January 1995; "Environmental Decisionmaking: A Piece of the Economic Picture", Environmental Claims Journal, Summer 1995. Most recently, Ms. Moylan authored the environmental chapter for the Building Owners and Management Institute's Risk Management and Insurance Textbook; "Environmental Insurance: A Critical Business Tool," Bankers Magazine, July 1996; the environmental chapter for the Bureau of National Affairs' Due Diligence Guide; and "Limiting Loss," Brownfield News, January 1997. Ms. Moylan addresses a variety of audiences including national associations, professional societies, insured entities and insurance producers.

Ms. Moylan chaired the Insurance Committee for the Wharton School's Risk Management Roundtable, discussing the proposed requirements for risk management plans under the Clean Air Act. She has also participated on the Environmental Committee of the National Association of Mutual Insurance Companies and the Environmental



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Protection Agency's focus group for "Integrating Pollution Prevention into the Insurance and Risk Management Industries."

She holds a Bachelors Degree from Bucknell University in Lewisburg, Pennsylvania, an Associate in Risk Management designation from Insurance Institute of America, and the Chartered Property Casualty Underwriter designation from the American Institute for Chartered Property Casualty Underwriters. Ms. Moylan completed the EPA's course on Environmental Risk Assessment.

Robert P. Hallenbeck

Bob Hallenbeck is Vice President, Government Affairs for ECS, an XL Capital Company, a leader in providing integrated environmental risk management products and services throughout the United States and worldwide. ECS, based in Exton, Pennsylvania, is a unique corporation dedicated to the environment through insurance, risk control and claims management. Corporate subsidiaries include ECS Underwriting, ECS Risk Control, ECS Claims Administrators, and ECS International.

Mr. Hallenbeck's Government Affairs responsibilities include: the creation and management of a network of political and government relationships that correctly position ECS for positive business development; direction of a political contributions program in furtherance of those relationships; and, the coordination of corporate communications and representation to government entities at all levels – federal state and municipal.

Mr. Hallenbeck's corporate-wide business development responsibilities include: Brownfields Redevelopment/Reuse: Coordination of marketing of all sales and overall business development activities in the rapidly-developing market for the remediation, redevelopment and reuse of contaminated industrial and commercial sites. Military Base Closure/Redevelopment: Management, marketing, sales and business development activities in the emerging market for the redevelopment and reuse of military bases closed under the federal government's Base Realignment and Closure (BRAC) program. Corporate Business Development: Discovery, assessment and development of potential new market opportunities for the ECS Companies; and coordination of marketing and sales campaigns for products and services in those new markets.

Bob has previously served as President and Chief Executive Officer of a regional multi-state trade association, was Director of Government Affairs for SmithKline Corporation, served as a consultant to three state legislatures, and engaged in the private practice of law. He holds a Bachelor of Arts in Political Science from Union College, and received a Juris Doctor degree from the Albany Law School.

Peter Hollingworth

Peter Hollingworth is Vice President and Director of Special Programs at the Massachusetts Business Development Corporation and has over twenty-five years of banking experience. Massachusetts Business Development Corporation (MassBusiness) is the oldest continuing business development corporation in the country, providing senior and junior secured debt, mezzanine funds and venture capital. Since its inception in 1953, MassBusiness has invested over \$1 Billion in more than 3000 Massachusetts companies. MassBusiness operates a number of programs under contract for the state of Massachusetts, including the new and innovative Brownfields Redevelopment Access to Capital Program.

Mr. Hollingworth previously served as Chairman, President and CEO of Merrimack Bancorp, Lowell Institute For Savings and Hillsborough (NH) Bank and Trust, and as Senior Loan Officer at New Hampshire Savings Bank.

Mr. Hollingworth received a Bachelor of Arts (B.A.) Degree from Dartmouth College, graduated with honors from the Brown Graduate School of Banking and is a Navy Veteran.

Donna H. Sandidge

Biography / Abstract not available at time of printing.

John J. Theiss

Mr. John Theiss is Principle in the Real Estate Services Practice of ARCADIS Geraghty & Miller's office in Phoenix, Arizona. He has more than 23 years of experience in the environmental risk management field. His expertise includes designing and implementing risk management programs for clients who have special needs in environmental loss exposure. These clients have included industry, municipalities, contractors, architect-



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engineers, manufacturers, potential responsible parties under Superfund, parties complying with the Resource Conservation and Recovery Act (RCRA), waste transporters, hazardous waste treatment storage and disposal operations, and health providers. Mr. Theiss' current area of interest with ARCADIS Geraghty & Miller is focused on reducing environmental exposure for clients by assisting them in understanding how guaranteed remediation programs work, and how environmental insurance products may be used to reduce liability. He often assists clients in assessing how their particular project can be guaranteed and to what extent, if any, supplemental insurance is really needed.

Prior to joining ARCADIS Geraghty & Miller, Inc., Mr. Theiss was with Sedgwick of California as Vice President for Environmental Risk Management Services and has held senior general management positions in both publicly and closely held multinational corporations. Mr. Theiss has also been deeply involved in numerous legislative and engineering aspects of environmental management. This included being a major participant in the first permit application process under RCRA for citing of a hazardous waste treatment facility. It was during this time that Mr. Theiss was responsible for developing a comprehensive public education program that has since been used as a model for applicants in environmental hazardous waste siting projects. Mr. Theiss has taught Environmental Risk Management as an Assistant Professor at California State University, Northridge. Mr. Theiss has also testified as an expert witness before state and federal environmental commissions. His numerous speaking engagements on environmental issues have included:

- Northwest Electric Light & Power annual meeting
- Nevada Power and Light
- Southwestern Gas and Electric
- San Diego Gas and Electric
- Pacific Enterprises
- California Banker's Association
- Western Independent Bankers Association
- Chartered Property and Casualty Underwriters (CPCU)
- Association of Southern California annual meeting
- Licensed Commercial Environmental Property and Casualty Insurance Broker
- The Town Hall of California

Abstract: One of the most challenging elements brownfields communities face is quantifying the cost of remediation projects that can be relied upon by the site owner, city and other redevelopment stakeholders. One of the new solutions to this commonly encountered problem is to guarantee the successful remediation, including regulatory closure, for a fixed fee. Often times the consultant takes over the financial risk of all remediation costs, which essentially removes contamination problems from the transaction or refinancing of real estate within a brownfields footprint. It is worth noting that this program no longer needs comprehensive site data to establish the cost of remediation. The process can be completed with limited site data. In many cases there can also be an effective transfer of liability to the team providing the guarantee and performing the remediation work. In conjunction with taking on the primary cleanup cost risk, supplementary insurance which can cover undiscovered contamination, future spills, regulatory "re-openers," and third-party liability is often provided as a wrapping for the entire performance package. The insurance elements are uniquely designed for each project and address the specific risk concerns of the project stakeholders. These programs have achieved high success rates in satisfying property owners, developers, lenders and mobilizing market-rate financing.

The insurance components are often a key aspect in satisfying stakeholder concerns that risk is managed on multiple levels. This program is an important element for communities that need to support potential development activity in securing needed funding and successfully managing the project risks. Securing good financing turns "brownfields" into normal property transactions that become positive assets to the community. The program is beneficial to brownfields sites in several ways: By turning contaminated sites into normal transactions (i.e. removing the cost uncertainties), it increases funding opportunities and investor interests. The programs can provide stakeholders with broad liability protection by designing the most appropriate insurance policy for each project. Using innovative technologies, guaranteed fixed prices are often considerably less than commonly employed cleanup techniques. It dramatically shortens the time frame needed to address contaminant issues. The concept of Guaranteed performance has now expanded into many areas of community redevelopment, such as: guaranteed facility compliance; executable guaranteed cost estimates in Superfund settlements; and indisputable estimates in litigation actions. Guaranteed programs and supplemental insurance bring a new and exciting way for communities to manage the risks of brownfields redevelopment.



2F. Preserving Communities while Revitalizing Brownfields

Level: 100
Date: Tuesday, December 07, 1999
Time: 10:30 - 12:00 AM
Location: San Antonio B

Purpose: This roundtable discussion will allow experts to provide insight into mechanisms which focus the benefits of future land use and redevelopment on long-term residents and businesses, as opposed to promoting gentrification. Through community involvement, job creation, workforce development, and effective local decision-making, brownfields redevelopment can strengthen and enrich the existing community.

Speakers and Affiliation:

| | |
|--|---|
| Tom Warshauer (Moderator) <i>Business Services Supervisor</i> | City of Charlotte Charlotte, NC |
| Tom Benjamin <i>President</i> | Environmental Alliance for Senior Involvement (EASI) Catlett, VA |
| The Honorable Ronnie C. Harris <i>Mayor</i> | City of Gretna Gretna, LA |
| Gary Kaplan <i>Executive Director</i> | Jobs For Youth - Boston Boston, MA |
| Geri Washington <i>Portland Brownfields Showcase Outreach Coordinator</i> | Environmental Justice Action Group Portland, OR |

Tom Warshauer

As Business Services Supervisor for the Neighborhood Development Key Business, Mr. Warshauer is responsible for developing and managing programs that serve Charlotte's urban businesses.

The Business Services Section manages the city's loan and technical assistance programs for businesses and provides liaisons to twelve urban business districts. Mr. Warshauer facilitates an interdepartmental team that manages the Business Corridor Revitalization Fund, renovating public infrastructure in these urban business districts. He is Manager of the federally funded EPA Brownfield Pilot, promoting the redevelopment of contaminated property in the SouthEnd and Wilmore communities, and the EPA Brownfield Cleanup Revolving Loan Fund. In his ten years at the city, his projects have included: work on the sale of CityFair, the market study for the New Charlotte Convention Center, the development of the Neighborhood Matching Grants Program (providing funds to neighborhood and business organizations), the development of the Small Business Owners Program (providing customized on-site instruction to small businesses), the development of the Facade Improvement and Infrastructure Grant Programs, a \$1.25 million Special Appropriation from Congress for economic development on Wilkinson Boulevard, a \$950,000 EDI grant and \$2.5 million Section 108 loan for the Dalton Village Plaza Shopping Center and the redevelopment of the Westover Shopping Center (previously seized by the US Attorney).

Mr. Warshauer received his Master Degree from the Center for Real Estate at the Massachusetts Institute of Technology. He is also an architect with a Bachelor of Architecture and Bachelor of Arts from Rice University.

Tom Benjamin

Biography / Abstract not available at time of printing.



The Honorable Ronnie C. Harris

Mayor Ronnie Harris is a lifelong resident of the City of Gretna and is currently serving his fourth term of office as Mayor of the City of Gretna. He was first elected in May 1985 and was re-elected without opposition in April 1997. Mayor Harris has been active in various state and regional committees such as the Regional Planning Commission, the State of Louisiana Advisory Commission on Intergovernmental Relations, and was recently appointed by Governor M.J. "Mike" Foster to the Interstate 49 South Project Task Force. He is presently serving as the District H Vice President of the Louisiana Municipal Association. Locally, he serves on the Board of Trustees for his alma mater, Archbishop Shaw High School.

Abstract: Public input is vital to any brownfields project. Historical overviews, neighborhood concerns, and environmental justice are some of the public commentary in the redevelopment of underutilized or possibly contaminated industrial or commercial property. How does one go about developing a balanced cross section of the residents without "politicizing" this required step of brownfields redevelopment. Mayor Ronnie C. Harris will explain how his community, Gretna, Louisiana, went about getting his constituents to represent the views of the various neighborhoods, commercial businesses, civic organizations and industrial manufactures to work together to identify and prioritize the brownfields of the New Orleans suburbs.

Gary Kaplan

Biography / Abstract not available at time of printing.

Geri Washington

Biography / Abstract not available at time of printing.



2G. A New Synergy: Art, Culture, and Brownfields

Level: 300
Date: Tuesday, December 07, 1999
Time: 10:30 - 12:00 AM
Location: Houston A

Purpose: Ever wonder how top city officials use brownfields to increase economic vitality and quality of life? The long-term benefits of integrating cutting edge architecture, innovative planning, cultural elements, and public art into brownfields projects will be covered, along with the balance between art/design and job creation. Learn how communities have returned neighborhood pride through art, design, and economic rejuvenation.

Speakers and Affiliation:

Rosalie Genevro (Moderator)
Executive Director

The Architectural League of New York
New York, NY

LeLand Nadeau
Project Director of Environmental and Brownfields

Turtle Mountain Band of Chippewa Indian
Belcourt, ND

Gerhard Seltsmann
Executive Director

EXPO 2000 Sachsen-Anhalt GmbH
Germany

Rosalie Genevro

Rosalie Genevro has been Executive Director of the Architectural League since 1985 and is responsible for the direction of program and administrative activities of this nationally influential organization in architecture and urbanism. Major projects during her tenure have included a series of design studies that address important public building issues in New York City, such as "Vacant Lots" (1988) which proposed innovative approaches to low and moderate income housing on small sites; "New Schools for New York" (1990) which proposed various design approaches to the creation of small public schools; and "The Productive Park: New Waterworks as Neighborhood Resources." Major exhibitions have included "Hugh Ferriss: Metropolis" (1986), "The Experimental Tradition: Twenty Five Years of American Architecture Competitions" (1986), "Renzo Piano Building Workshop: Selected Projects" (1992), and "The Inflatable Moment: Pneumatics and Protest in '68" (1998). Currently, Ms. Genevro is the Architectural League's lead organizer of a year-long series entitled "Shades of Green: Architecture and the Natural World." This series presents significant work from around the world that combines environmental sensitivity with design excellence.

From 1993 to 1995, Ms. Genevro served as co-chair of the President's Council, a consortium of directors of civic organizations concerned with building, preservation, and the environment in New York City. She was a grant review panelist for the National Endowment for the Arts in 1992 and for the New York State Council on the Arts from 1991 to 1993. In 1989, she received a National Endowment for the Humanities Fellowship for study in urban history. Prior to her position at the League, Ms. Genevro was research director of Advisory Services for Better Housing, a non-profit housing consulting firm.

Ms. Genevro graduated magna cum laude from Occidental College in 1975 and undertook graduate studies in architectural history at Cornell University from 1976 to 1978.

LeLand Nadeau

LeLand Nadeau is Tribal Planner for the Turtle Mountain Band of Chippewa in Belcourt, North Dakota. He plans projects for various community and economic development projects for the Indian reservation. He secures grants and project funding from various federal, state and private agencies including, USDA, EPA, HUD, HIS, HHS, the Bush Foundation, and the North Dakota Department of Housing. Mr. Nadeau is currently project planner for Turtle Mountain's brownfields project, looking into renovating an abandoned hospital into a tourism and recreation center.

Mr. Nadeau is a graduate of the University of North Dakota (1985) with a Bachelor of Science Degree in Sociology. He also spent a year from 1986 to 1987 as a research analyst at Turtle Mountain Community College in Belcourt.



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Gerhard Seltmann

Biography / Abstract not available at time of printing.



2H. In the Vanguard: State and Tribal Brownfields Pioneers

Level: 100
Date: Wednesday, December 08, 1999
Time: 10:30 - 12:00 AM
Location: Dallas A-II

Purpose: States and tribal organizations have been at the forefront of brownfields policy development. Uniquely situated to remove unnecessary barriers to redevelopment, they will demonstrate the best practices in brownfields efforts. Future directions for state and tribal policies will be covered.

Speakers and Affiliation:

Veronica E. Tiller Ph.D. (Moderator)
Jicarilla Apache

Tiller Research, Inc.
Albuquerque, NM

Gavin Donohue
Executive Deputy Commissioner

New York State Department of Environmental Conservation
Albany, NY

Darsi J. Foss
Brownfields Section Chief

Wisconsin Department of Natural Resources
Madison, WI

James S. Linton
Chief, Site Reclamation Program

Michigan Department of Environmental Quality
Lansing, MI

Veronica E. Tiller

Biography / Abstract not available at time of printing.

Gavin Donohue

Gavin J. Donohue is currently Executive Deputy Commissioner for the New York State Department of Environmental Conservation. He is responsible for federal and state legislative activities, public affairs and has the responsibility of overseeing all nine (9) Regions of the Department of Environmental Conservation. Prior to his appointment, Mr. Donohue was employed by the New York State Senate as Legislative Analyst for former Senators, Michael Tully and Ralph Marino.

In the fall of 1996, Mr. Donohue took a leave of absence from his position at the DEC and was named by Michael Finnegan, former Counsel to Governor Pataki, to the position of Director of the Clean Water/Clean Air Bond Act Committee.

Mr. Donohue is a native of New York and holds a Bachelor's Degree in Political Science from Siena College. He also attended the Nelson A. Rockefeller College of Public Affairs and Policy with a focus on Public Administration and Environmental Studies. He recently graduated from the John F. Kennedy School of Government, Program for Public Administrators.

Abstract: The 1996 Clean Water/ Clean Air Bond Act proposed by governor George Pataki and approved by New York's voters in November 1996, is bringing real environmental benefits to every corner of New York State. Nearly two and one-half years after New York's voters approved the Bond Act and signaled their strong desire to protect the state's environmental future, the Bond Act is funding hundreds of projects that are investing in the long-term health of the state's environment.

The Bond Act authorizes a total of \$1.75 billion for the following five major categories: Clean Water projects, Safe Drinking Water projects, Environmental Restoration or "Brownfields" projects, and Solid Waste projects. These programs protect the state's air, water and natural resources by investing in projects with lasting environmental benefits. In an effort to spur cleanup and redevelopment of brownfields, the Bond Act allocates \$200 million to the Brownfields Program. Under the Brownfields Program, the State provides grants to municipalities to reimburse up to 75 percent of eligible costs for site investigation and remediation activities. Once remediated, the property may then be reused for commercial, industrial, residential or public use.



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In 1994, New York established its Voluntary Cleanup Program to address the environmental, legal and financial barriers that often hinder the redevelopment and reuse of contaminated properties. The Voluntary Cleanup Program was developed to enhance private sector cleanup of brownfields by enabling businesses and financial institutions to remediate sites using private rather than public funds and to reduce the development pressures on “greenfield” sites. New York’s Voluntary Cleanup Program is a cooperative approach among DEC, lenders, developers and prospective purchasers to investigate and/or remediate contaminated sites and return these sites to productive use.

Governor Pataki recognizes the critical role that a strong and effective State Superfund Program serves in protecting public health and the State’s natural resources. As part of his comprehensive effort to assess and improve the State’s remedial programs, Governor Pataki, established the Superfund Working Group (Working Group) in August 1998. The Working Group, comprised of State environmental, public health and economic experts and municipal, environmental, business and financial representatives, was charged with making recommendations on financing and reform issues related to the State’s remedial programs which include the Inactive Hazardous Waste Disposal Site Remedial Program (State Superfund Program), Oil Spill Program and Voluntary Cleanup Program. The Working Group released a draft report for public comment in April 1999 and submitted its final report to the Governor on June 2, 1999.

Governor Pataki proposed comprehensive legislation on June 16, 1999 which when enacted, will ensure the continued protection of public health and the environment through the reform and enhancement of the State Superfund Program, the Oil Spill Program, and the Voluntary Cleanup Program. The Governor’s proposed legislation incorporates many of the recommendations of the Superfund Working Group report. The proposed legislation will assure the most efficient utilization of public and private funding sources for the investigation and remediation of sites under the State’s remedial programs and the completion of remediation efforts as quickly as possible.

Darsi J. Foss

Darsi Foss presently serves in the role of the Brownfields Section Chief of the Bureau for Remediation and Redevelopment, at the Department of Natural Resources. Ms. Foss has 14 years policy and program experience in environmental remediation, both at the federal and state levels. While at the U.S. Environmental Protection Agency (EPA), she worked on policy issues pertaining to RCRA corrective action and Superfund, including the National Contingency Plan. Ms. Foss has been with the DNR for the past 10 years and is now working on integrating brownfields incentives into Wisconsin DNR’s existing cleanup program. She has been working on building Wisconsin’s brownfields program since 1994.

James S. Linton

Mr. Linton has over 20 years of experience in environmental programs with the Michigan Department of Environmental Quality. His experience includes Facility Planning and Water Quality Management Planning under the Federal Water Pollution Control Act, project management of Superfund site cleanups, and administration of project funding for the Michigan Environmental Protection Bond Fund. Mr. Linton now supervises the Site Reclamation Program that provides grants and loans to local units of government for environmental cleanups that lead to economic developments on brownfield properties. He is also a member of the Michigan Economic Developers Association and the Detroit REUS (Redeveloping Urban Sites) Team. Mr. Linton received his Bachelor and Master of Science degrees from the University of Michigan in Ann Arbor.

Abstract: The Consumers Renaissance Development Corporation published the report, “National Comparative Analysis of Brownfield Redevelopment Programs,” October, 1998, that identified the State of Michigan as “first in the nation.” This is due to three factors: (1) liability based on causation, (2) land use based cleanup standards, and (3) state and local funding for brownfield cleanup.

The causation based liability standard allows a purchaser to obtain property with an exemption to liability if he performs a Baseline Environmental Assessment (BEA) prior to or within 45 days of purchase releases and submits the BEA to the MDEQ. This information allows the Michigan Department of Environmental Quality (MDEQ) to differentiate between old contamination and new. “Due care” must then be exercised in the use of the property, meaning that the new users of the property must not be exposed to contamination above the appropriate standard, third parties must be protected from exposure, and the new user must not exacerbate the existing contamination.

Land use based cleanup standards allow a party doing a cleanup or redeveloping a property to meet only those standards that apply to the new use. These include industrial, commercial, residential, and recreational standards. A party may use MDEQ calculated standards, or the party may do a site specific risk assessment. In a survey of



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33 cities, private investment of over \$1 billion and the creation of 4,796 jobs were attributed to these changes in the liability and cleanup standards.

Michigan also has a variety of funding sources to assist in brownfield redevelopment. These include Site Reclamation Grants, Revitalization Loans, and funding from the Clean Michigan Initiative for brownfield cleanups that promote redevelopment. Site Reclamation Grants and Revitalization Loans have contributed to the creation of nearly 5,000 jobs and the private investment of over \$1 billion. Another important funding mechanism is the Brownfield Redevelopment Authority. Brownfield Redevelopment Authorities may capture the taxes levied on the increased value of a brownfield property and use those funds to pay for the cleanup costs. In addition, a property covered by an authority may receive a credit of up to \$1 million against its Michigan business tax.



2I. Putting Your Money To Work: Funding Community Vision

Level: 300
Date: Wednesday, December 08, 1999
Time: 10:30 - 12:00 AM
Location: San Antonio A

Purpose: Communities have discovered the importance of strategic partnerships as a means of securing funding, strengthening neighborhood resolve, and implementing community-based decisions. Brownfields efforts require strong and lasting public and private partnerships. Experts will be on-hand to answer your hard-hitting questions on partnering and financing.

Speakers and Affiliation:

Jody Kass (Moderator)
Director of Regulatory Initiatives

New York City Partnership
New York, NY

Stephen Y. Arella
President & CEO

Brownfields Redevelopment International LLC
Cary, NC

D. Mark Cooper
Executive Director

Lutheran Social Services/National Capitol Area
Washington, DC

The Honorable Carleton Finkbeiner
Mayor

City of Toledo
Toledo, OH

Daphne R. Scott-Monroe
President/CEO

Revitalizing and Empowering through Architecture
Denver, CO

Jody Kass

As Director of Regulatory Initiatives, Jody Kass manages the New York City Partnership's brownfields activities, which include coordinating the Pocantico Roundtable for Consensus on Brownfields and the Brownfields Coalition, participation in Governor Pataki's Superfund Working Group and a Cooperative Sponsor role in the EPA-funded NYC Brownfields Economic Redevelopment Initiative. Ms. Kass also manages and coordinates a range of regulatory requirements that arise on development projects in the Partnership New Homes Program, the Neighborhood Entrepreneurs Program, and Partnership Plaza Neighborhood Retail Program. Ms. Kass handles hazardous materials, lead-based paint, landmark, and archaeological issues, historic rehabilitation tax credits, and other land use and environmental approvals.

Ms. Kass has worked at the Partnership since 1989 where she helped coordinate and manage the construction of over 7,000 new housing units, amounting to over \$700 million in affordable new housing construction. She provided assistance to over 45 builders on problems ranging from environmental contamination to securing building and sewer permits. Ms. Kass is also a policy analyst and co-authored Building in Partnership: A Blueprint for Urban Housing Programs, the Resource Guide to the Land Use and Development Approval Process in New York, and Recommendations for Improving the Land Use and Development Process in New York.

Stephen Y. Arella

Mr. Stephen Arella, President of Brownfields Redevelopment International, LLC, (BRI) has over 29 years of experience in the management of engineering, remediation and development companies. BRI is currently working on over 30 projects in 13 states. Their mission is to acquire, remediate and redevelop brownfields. BRI also offers development planning consulting services to municipalities.

Mr. Arella began redeveloping brownfields in 1989 as a cleanup contractor in Connecticut. In 1994 he became President of Cherokee Environmental Group (CEG) in Raleigh, North Carolina. In partnership with its sister real estate company Cherokee Industries, CEG became a pioneer in the merging brownfields industry. In 1996 Mr. Arella founded BRI to develop brownfield properties in the eastern half of the country. Prior to joining Cherokee, Mr. Arella was with the US Environmental Protection Agency. He was one of the first Superfund site project



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managers in the country. His profit and loss background includes ownership interest in four separate companies, with responsibilities covering profit/loss responsibility, strategic planning, contract negotiations and sales.

Abstract: Attracting Developers for Brownfields Projects

Every Mayor or City Council Member understands the value of redeveloping environmentally challenged inner city properties ("brownfields"), and brownfield developers are actively seeking projects. Yet, according to Brownfield News, of the half a million properties available, there are less than 100 successfully completed brownfields projects.

There are some fundamental barriers deterring private investment that can be resolved if private developers and municipalities become more creative. Based on evaluating 27 cities in 13 states, BRI has identified different types of brownfield development situations and economic incentives requisite to attracting private developer financing for each.

Mark Cooper

Dr. Cooper is currently Executive Director of Lutheran Social Services of the National Capital Area. He also serves as President of PCA – Discern where he develops models of education and personal growth for individuals, businesses, and institutions, which include counseling, instruction and consultation. He is the author of *Get A Life! A Second Chance After 50*. This self-help book assists individuals in leading the second half of their lives in a positive way.

Dr. Cooper was previously employed as Assistant Administrator and Director of the Department of Pastoral Care at the Washington Hospital Center. He served as Director of Education at the Virginia Institute of Pastoral Care, and as Chaplain Resident at the Medical College of Virginia. He was Associate Pastor at Christ the King. Other professional activities of Dr. Cooper's include creating a cultural diversity training model for clergy that is now used nationwide. He introduced Managing Total Quality, a cross-cultural diversity and bio-ethics program for executives and he developed and led training programs on leadership, diversity, career development and integrative medicine.

Dr. Cooper earned his Doctorate of Ministry from the Union Theological Seminary in Richmond, Virginia. His Master of Divinity was earned from the Lutheran Theological Southern Seminary of Columbia, South Carolina. He earned his Bachelor of Arts degree in Business/ Economics from Lenior Rhyne College of Hickory, North Carolina.

The Honorable Carleton Finkbeiner

As Toledo's first strong mayor in over 60 years, "Carty" Finkbeiner makes the best use of innovative solutions and an intense passion for the city as he implements an ambitious job creation and retention strategy. By forging public-private partnerships, Finkbeiner capitalizes on the city's human, economic, cultural, and natural resources to revitalize Toledo.

Born in Toledo, Finkbeiner graduated from Maumee Valley Country Day School and received his Bachelor of Arts from Denison University. Before entering public service, he was a teacher and football coach at Maumee Valley Country Day School, St. Francis De Salea High School, and the University of Toledo. Finkbeiner's focus on job creation and retention began in the central city with the Federal Anti-Poverty Program in 1967.

During eight years as a city councilman and two years as Vice-Mayor, Finkbeiner developed the guidelines for Toledo's present economic development program. He also led efforts to change from a city manager/council format to the strong mayor form of government by taking a contingent of Toledo area business, labor, education, civic and political leaders to several major U.S. cities to study alternative revitalization strategies. The results of these trips were instrumental in convincing voters to support the move to the executive mayor form of government.

Finkbeiner was elected as Mayor in November 1993 and re-elected for a second four-year term in 1997. Since taking office, his innovative and passionate approach to getting things done in Toledo has yielded significant results. Since January 1, 1994 Toledo has completed over 439 development projects that translate into 8,446 new jobs and retaining 11, 167 jobs including those secured by the expansion of the Daimler Chrysler Jeep Plant development.



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The “Keep Jeep” campaign proved positive for Toledo as the new global corporation of Daimler Chrysler will bring opportunities for expanded exports of Toledo-made Jeeps. The economic impact of Jeep in Toledo will bring over 6,500 jobs and nearly 2 billion dollars in estimated payroll.

Mayor Finkbeiner has been a true crusader for neighborhood improvement. In 1998, he added the Toledo Model Block program and Clean Sweep, which unites seven city departments to provide extensive, targeted services ranging from police enforcement to sanitary sewer repairs. Since the inception, Toledo has seen ten clean sweeps and two new model block programs resulting in 270 arrests, 516 abandoned vehicles removed, 2,900 health inspections and the removal of 800,000 pounds of debris.

Finkbeiner’s efforts, along with strong support from the grass roots community, earned Toledo the prestigious All-America City Award of the National Civic League in 1998. Only ten cities in the country were honored with this award.

In the Mayor’s 1999 State of the City Address, he announced plans to partner with Lucas County to build a new Mad Hen’s stadium (Triple A Baseball) downtown. In addition, the city’s downtown is experiencing extensive redevelopment, including enhanced green space and restaurants on the waterfront, new retail and residential renovation projects and an expansion of cultural attractions.

Mayor Finkbeiner served as Chairman of the Great Lakes St. Lawrence Seaway Mayor’s Conference, an association of Canadian and U.S. mayors bordering the Great Lakes, and hosted their annual conference in Toledo in 1997. He is also an active member of the U.S. Conference of Mayors. He has served as a member of the Presidential Scholars Commission and the U.S. Small Business Administration’s Advisory Commission for Northeastern and Northwestern Ohio.

Daphne R. Scott-Monroe

Daphne R. Scott-Monroe is President and Founder of Revitalizing and Empowering through Architecture and Community Health (REACH). She is a 15-year community economic developer who has founded two not-for-profit technical assistance provider organizations: REACH in 1997, and The Arkansas Association of Community Development Corporations (AACDC) in 1992. Ms. Scott-Monroe is also an executive director with The American Institute of Architects, in Denver, CO and a housing developer with local-based community development corporations.

As a not-for-profit organization that provides probono architecture, legal and accounting technical assistance on affordable housing, community economic development, and capitol projects, REACH increases the capacity of not-for-profit organizations to be a part of community revitalization. In its third year of operation, REACH has assisted over 20 not-for-profit organizations in leveraging over \$13 million in community economic revitalization dollars by providing detailed predevelopment packages that include floor plans, cost estimates, and architectural renderings. REACH exists because the challenges of making communities affordable and livable are overwhelming, and not-for-profit organizations that accept this challenge are often forced to sacrifice general operating funds just to complete the predevelopment phase of a community development project. This jeopardizes: 1) the not-for-profit organization’s financial stability, and 2) the likelihood that the development project will be completed. In order to counter this, REACH provides a probono fee structure, specialized technical skills, and a full scope of technical assistance and service delivery.

Abstract: REACH is a not-for-profit organization that provides probono architecture and accounting technical assistance on affordable housing, community economic and development and capital projects in order to increase the capacity of not-for-profits to be a part of community revitalization.

REACH’s technical assistance to Lutheran Social Services of the National Capital Area began simply enough. We were invited out to Washington D.C. in March 1999 to assist LSS/NCA with the conversion of three old rowhouses to provide additional offices for staff members. Five intense days later, REACH left Washington having assisted LSS/NCA in conceiving and developing a four-phase, \$10 million-dollar, block-long revitalization project. Two short months later (in May 1999), on the strength of LSS/NCA’s executive and staff leadership vision, and armed with a predevelopment package proposed by REACH which communicated a vision and its goals, a major lending institution in Washington DC agreed to finance the \$10 million dollar revitalization project. Two months later (in July 1999), a national-based lender agreed to finance the \$10 million dollar revitalization effort by providing permanent financing to support the construction financing from the Washington DC lending institution. One month later (in August 1999), LSS/NCA responded to an offer to apply for bond financing that would lower the interest rate of the long-term project date. LSS/NCA is not a community development organization with years of development expertise. They are a social service agency with a core mission of



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“serving the widow, the orphan, and the stranger at the gate.” And yet, in six short months, they are responsible for developing one of the most exciting revitalization projects in Northeast Washington DC - a community of the District that has not seen the impact of revitalization in over 20 years. How did they do it? How are they doing it?

The concept for the Turning the Corner project emerged out of a keen sense of place - the heart of Georgia Avenue. The west-side of the 4400 block of Georgia Avenue begins on its north corner with a derelict Laundromat fronting an abandoned brick row house. Four more row houses follow, two of them with empty storefronts on the street. The large building that is the headquarters of Lutheran Social Services, a former cash register company, sits on the corner of the block. Next door is a sort of flop house and the southern corner of the block provides that ubiquitous urban hangout, the plexiglass-enclosed grocery store. But if one looks further south, only a few blocks, one sees the revitalization that is coming with the new Petworth Metro; if one looks north, one feels the stirrings of efforts to re-shape the outer edge of this vital community artery as it enters the suburbs. Two drug stores, a large supermarket, a bank, and an auto parts retailer have substantial new buildings in place.

More importantly, if one turns the corner and looks down nearly any one of the side streets, one finds a vibrant African-American middle class community struggling to hold off the blight of the failed commercial district along Georgia Avenue. Look at the flower pots on the railings, the fresh paint on the door and window frames. Watch parents walk with their skipping children to the bus stop in the morning or wait steadfastly for them to be returned safely in the afternoon. Notice the old man slowly sweeping the seemingly endless fast-food trash from his sidewalk. This is a real community with courageous people doing hard things to make their lives better each day.

Turning the Corner is both very simple and very complex. LSS/NCA wants to help re-build Georgia Avenue corner-by-corner, block-by-block. They want to confront Georgia Avenue, to take this once great artery of community life as an opportunity to re-create community prosperity and a new civility among our neighbors. We will start by revitalizing our own location - the 4400 block - from corner-to-corner.



2J. Cutting Edge Lending: Banks and Innovation

Level: 300
Date: Tuesday, December 07, 1999
Time: 4:00 - 5:30 PM
Location: Dallas D-III

Purpose: Ask the lending experts about future funding sources and innovative opportunities. National banking regulators and senior executives will provide insight into what communities can do to strengthen their applications for cleanup and redevelopment funds.

Speakers and Affiliation:

Keith Welks Esq. (Moderator)
President

Phoenix Land Recycling Co.
Harrisburg, PA

James W. Feild
Senior Vice President

Bank of America
Dallas, TX

William W. Ginsberg
Managing Director

Federal Housing Finance Board
Washington, DC

Keith Welks Esq

Keith Welks is President of the Phoenix Land Recycling Company, a nonprofit corporation created to bring about the assessment, remediation and reuse of old industrial sites. Using primarily its own funds, Phoenix conducts comprehensive environmental investigations of contaminated properties, negotiates cleanup agreements based on the results of the assessments, and markets the sites to prospective purchasers who will bring community-supportive new uses to these brownfields. Phoenix is an affiliate of Clean Sites, Inc., a nationally prominent environmental nonprofit organization. Before working with Clean Sites to establish Phoenix, Mr. Welks was the chief counsel of the Pennsylvania Department of Environmental Resources from 1987 until 1994. In that capacity, he supervised a staff of attorneys who provided programmatic, regulatory and litigation support to the Department. Prior to that, Mr. Welks served for almost seven years as the chief deputy attorney general for environmental investigations and prosecutions in the Pennsylvania Office of Attorney General. Mr. Welks has also served as an assistant attorney general for the Department of Environmental Resources and as a staff attorney for Community Legal Services.

Mr. Welks received his Doctor of Laws Degree from the University of Pennsylvania Law School and his Bachelor of Arts Degree from Lafayette College.

James W. Feild

Mr. Feild is the Community Development Equity Executive for the Central Region, responsible for the strategic direction and operations of the Bank of America Community Development Corporation. Bank of America Community Development Corporation is a real estate development company focused on affordable housing and neighborhood revitalization.

Joining the bank in 1989, Mr. Feild has had various roles within Bank of America Community Development Banking. Prior responsibilities included the acquisition and management of Bank of America partnership interests in low income tax credits; management of the Bank of America CDC Real Estate portfolio and the bank's CDFI initiative.

Mr. Feild is a graduate of the University of Texas at Arlington; Chairman of the Board of Dallas City Homes, Inc., on the Board of The Raza Development Fund, Turtle Creek Manor; and The Central Texas Mutual Housing Association.



William W. Ginsberg

William W. Ginsberg is Managing Director of the Federal Housing Finance Board. As Managing Director, Mr. Ginsberg serves as the Finance Board's Chief Operating Officer and is in charge of all staff functions and reporting to the Finance Board's Directors.

Mr. Ginsberg has been with the federal government since his appointment by President Clinton and confirmation by the U.S. Senate in 1994 as Assistant Secretary for Economic Development at the U.S. Department of Commerce and is in charge of its Economic Development Administration (EDA). In 1995 and 1996, Ginsberg served as Chief of Staff to the late Secretary of Commerce Ronald H. Brown. Mr. Ginsberg came to Washington from New Haven, Connecticut where he spent a decade working on community investment issues.

From 1984 to 1988, he served as Development Administrator of the City of New Haven, a position equivalent to that of a deputy mayor, where he was in charge of all housing and economic development activities of the city government. From 1988 to 1994, Mr. Ginsberg was President of the Science Park Development Corporation, which is developing a major public-private economic development project in New Haven in a partnership with Yale University, city and state government, and a major industrial sponsor.

Mr. Ginsberg has a Law Degree from Columbia University and began his career practicing law in New York City.



2K. From the Ashes: Brownfields and Bankruptcy

Level: 200
Date: Tuesday, December 07, 1999
Time: 2:15 - 3:45 PM
Location: Dallas D-II

Purpose: While bankruptcy signals economic distress, it also provides unique opportunities within the brownfields arena. Senior public officials will discuss how to tailor bankruptcy negotiations to create economic vitality. Opportunities for developers, municipalities, and communities will be a focal point.

Speakers and Affiliation:

The Honorable Gregg Cooke (Moderator)
Regional Administrator

U.S. Environmental Protection Agency (Region 6)
Dallas, TX

David J. Askanase
Partner

Hughes, Watters & Askanase, L.L.P.
Houston, TX

Joseph F. Guida
Attorney/Shareholder

Guida, Slavich & Flores, P.C.
Dallas, TX

Hal F. Morris
Assistant Attorney General

State of Texas
Austin, TX

Robin E. Phelan
Partner

Haynes and Boone, LLP
Dallas, TX

The Honorable Gregg Cooke

Gregg A. Cooke's appointment as the Regional Administrator for Region 6 of the U.S. Environmental Protection Agency was effective on May 11, 1998. He directs the federal environmental programs of Arkansas, Louisiana, New Mexico, Oklahoma, and Texas.

Mr. Cooke has a long history of working with both State and Federal government environmental agencies. He was a partner in the Natural Resources, Energy and Environment Section of Haynes and Boone and a member of the Environmental Law Practice Group. His practice included environmental litigation, permitting issues, and cross-border environmental matters.

Mr. Cooke served as Assistant Attorney General for the State of Texas for three years, first as Chief of the Environmental Protection Division and later as Chief of the Natural Resources Division. He supervised attorneys who represented the State of Texas in all environmental and energy related matters. Mr. Cooke also served as the State's North American Free Trade Agreement (NAFTA) Environmental Liaison, assisting the Border Environmental Cooperation Commission (BECC) in Ciudad Juárez, Chihuahua, Mexico, as interim general counsel. There, he helped develop the initial rules and regulations that serve as the foundation of the BECC and the North American Development Bank, institutions formed following NAFTA to address U.S. and Mexico border environmental conditions.

Mr. Cooke is the author of numerous articles including: "Civil Environmental Enforcement in Court," Advanced Environmental Law Course, State Bar of Texas, 1995; "Border Issues Roundtable," Advanced Environmental Law Course, State Bar of Texas, 1994; "Impact of NAFTA on State Administrative Law," Advanced Administrative Law Course, State Bar of Texas, 1994; and the co-author of "The Evolving Protection of State Laws and the Environment: NAFTA from a Texas Perspective," U.S. B Mexico Policy Studies Program, University of Texas at Austin; and "The Effects of NAFTA and Its Side Agreements on Water Resources Planning and Management," American Society for Professional Engineers, 1995. Mr. Cooke is a member of the American Bar Association, the State Bar of Texas (Section on Environmental and Natural Resources, Executive Committee, 1992-1995; Public Affairs Committee, 1990-1993). He also served on the Board of Directors of the Texas Lyceum (1989-1995).



David J. Askanase

Mr. Askanase has been a practicing partner at Hughes, Watters & Askanase, L.L.P in Houston, Texas since 1978. Mr. Askanase was born in Akron, Ohio on June 28, 1936. He was admitted to the bar in 1962 of Texas, the U.S. Court of Appeals, Fifth Circuit; and U.S. District Courts for the Southern, Northern, and Western Districts of Texas. He is board certified for Consumer Bankruptcy Law and Business Bankruptcy Law on the Texas Board of Legal Specialization. He is an officer of and served on a planning committee for the Houston Bankruptcy Law Forum. Mr. Askanase has been a Chapter 7 trustee for the U.S. Bankruptcy Court, Southern District of Texas and Houston Division since 1975. He is a member of the Houston and American Bar Associations, State Bar of Texas, Commercial Law League of America, and Houston Bankruptcy Conference. He was a speaker at the State Bar of Texas Advanced Consumer Bankruptcy Courses for the years 1986, 1987, 1988, 1991, and 1993. His practice areas include representing creditors, debtors, and trustees in Chapter 7 and 11, and serving as Chapter 11 Trustee.

Mr. Askanase earned his Bachelor of Science in Economics from the University of Pennsylvania in 1958 and his L.L.B in 1962 from Harvard University.

Joseph F. Guida

Mr. Guida, the Founding Principal of the firm, Guida, Slavich & Flores, P.C., has practiced environmental law since 1979, when he received his law degree from the University of Virginia School of Law. He has a diversified, national environmental law practice covering air and water pollution control, solid and hazardous waste management issues, toxic substances, and state and federal Superfund (CERCLA) matters. He has represented clients in a vast array of industrial and commercial settings. Mr. Guida also was a founder and the first Chairman of the Environmental Law Section of the Dallas Bar Association.

Mr. Guida received his law degree, as well as his Master's and undergraduate degrees, from the University of Virginia, where he was elected to Phi Beta Kappa. He is admitted to the Bar in Texas, the District of Columbia, and Ohio (inactive), and also is admitted to practice before the United States Courts of Appeals for the Fifth and Tenth Circuits, the United States District Courts for the Northern, Eastern and Southern Districts of Texas, and the United States District Court for the Southern District of Ohio. Other past or present memberships include the City of Dallas Environmental Health Commission (1983-1987), the Dallas County Local Emergency Planning Committee (1987 to the present), the Environmental Law Section of the Dallas Bar Association (Chair, 1982-1983), Dallas Bar Foundation, Texas Bar Foundation, the Environmental and Natural Resources Law Section of the State Bar of Texas (Executive Council, 1986-88), Environment, Energy, and Resources Section of the American Bar Association, and the District of Columbia Bar.

Mr. Guida has published numerous articles including: A Dramatic Growth in Citizen Suits Under the Federal Clean Water Act, National Law Journal (1984); "Lost Elephant: The RCRA Corrective Action Program," Journal of Environmental Permitting (1992); and "Regulatory Conundrums in Texas Environmental Law," Texas Lawyer (1998). He was a Lecturer in Environmental Law at Southern Methodist University School of Law in 1984 and has frequently spoken at various continuing legal education programs. Mr. Guida also previously served as Editor-in-Chief of Environmental Regulation and Permitting (John Wiley & Sons, Inc.) (1993-1997).

Abstract: The intersection between bankruptcy law and environmental law presents interesting and difficult challenges to debtors, creditors, courts, and legal counsel. One of the important strategies in effectively navigating this territory is to anticipate, and plan for, issues before they occur. This presentation will illustrate some of the more significant of such issues.

Hal F. Morris

Hal F. Morris joined the Office of the Texas Attorney General, John Cornyn, in May, 1994 where he now supervises the team of bankruptcy attorneys primarily responsible for all non-tax related bankruptcy matters for the State of Texas.

Mr. Morris specialized in environmental bankruptcy law, having begun his tenure with the Attorney General's Environmental Protection Division and later with the Natural Resources Division. His practice is devoted exclusively to bankruptcy law, where he regularly represents the Texas Natural Resource Conservation Commission (Environmental), The Railroad Commission of Texas (Oil & Gas), the public Utility Commission of Texas (Electric & Telecommunications), Texas Department of Public Health & Human Services (nursing homes and hospitals), the Texas Department of Health, the Texas General Land Office (state lands and beaches) the Texas Department of Agriculture, the Texas State Security Board, and other state agencies in matters concerning



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health, human safety, and the environment. Mr. Morris also represents the Consumer Protection, Antitrust, and Elder Law Divisions of the Attorney General's office, along with other state agencies in non-tax related bankruptcy matters.

Mr. Morris holds five board certifications in bankruptcy law including dual certifications in both business bankruptcy law and consumer bankruptcy law from the Texas Board of Legal Specialization in Austin, and the American Bankruptcy Board of Certification in Washington, D.C.. He is also board certified by the Academy of Commercial Law Specialists in Chicago and has been a mediator since 1988. He is admitted to practice in Texas, Oklahoma, and Missouri; the United States Courts of Appeals for the 5th, 8th, 9th, and 10th Circuits, in eight United States District Courts, and the United States Supreme Court.

As a graduate of Washington University, St. Louis, and the University of Missouri, he is a frequent lecturer on environmental bankruptcy law. Prior to Mr. Morris' move to represent state government, he was a partner practicing bankruptcy law in a 52-attorney, 115 year old law firm in West Texas.

Mr. Morris' recent publications include the State Bar of Texas Environmental Law Journal article, The Expanding Impact of Bankruptcy Law on Environmental Cases: An Introduction, (Vol. 26, No. 3, Winter, 1996) and Environmental Issues for Trustees, in the Journal of the National Association of Bankruptcy Trustees, NABTalk, Winter 1997.

Robin E. Phelan

Mr. Phelan's practice is exclusively devoted to insolvency, reorganization and related areas, including extensive litigation in the bankruptcy court and other federal courts. Mr. Phelan works with other Haynes and Boone attorneys to analyze the effect of bankruptcy on corporate and financial transactions. He is a frequent speaker on panels and programs throughout the United States and internationally, regarding developments in bankruptcy and insolvency law, and is the author of numerous publications, several relating to tax, governmental and environmental claims. He is a contributor to several major treatises on bankruptcy and has testified before both the Congressional Bankruptcy Review Commission and the United States Congress on insolvency matters. Mr. Phelan has recently participated in a program sponsored by the United States Department of State and the United Nations to develop model cross border insolvency provisions and has participated in a White House program to improve the United States bankruptcy system.



2L. Border-Crossing Brownfields: Regional Planning and Financing

Level: 200
Date: Tuesday, December 07, 1999
Time: 10:30-12:00 AM
Location: Dallas D-III

Purpose: Since brownfields ignore city, county, and state borders, there are strategic benefits to cross-jurisdictional pooling of resources and ideas. This session, geared to all levels of expertise and knowledge, will look at how competition among stakeholders has benefitted many projects. Regional growth boundaries, infrastructure planning, and economic development strategies will be covered as well.

Speakers and Affiliation:

The Honorable Anthony M. Masiello (Moderator)
Mayor

City of Buffalo
Buffalo, NY

Beth A. Benson
Director of Environmental Management

Waterfront Regeneration Trust
Canada

Ann Davlin
Director of Brownfields Programs

Regional Plan Association
New York, NY

Tim Leonard
Project Manager

Historic Restoration Incorporated
New Orleans, LA

Ellen A. Walkowiak
Economic Development Coordinator

City of Des Moines
Des Moines, IA

The Honorable Anthony M. Masiello

Biography / Abstract not available at time of printing.

Beth A. Benson

Beth Benson is currently Executive Director of the Waterfront Regeneration Trust in Toronto, Ontario, Canada. In the last five years, Ms. Benson has successfully led waterfront brownfield redevelopment projects in the Great Lakes Basin on both sides of the border, including Toronto, Cobourg, and Parry Sound, as well as Buffalo and Niagara Falls, New York. Currently, Beth is a member of the City of Buffalo's team to apply best practices in sustainable brownfield redevelopment to the South Buffalo Redevelopment project – one of the largest initiatives in New York State. Ms. Benson directs the International Brownfield Exchange, a collaboration between the Waterfront Regeneration Trust, Environment Canada, the United States EPA and The German Marshall Fund of the United States, as well as many local sponsors. In this capacity she is managing both a European and North American program to make possible the exchange of experience and expertise between project leaders, designers and architects in state of the art initiatives concerning redevelopment of former industrial lands. In 1999, Ms. Benson acted as a consultant to the Expo 2000 Corresponding Region in the new German state of Saxony-Anhalt and as a member of an international jury to judge proposals for a complex landscape design project in the city of Leuna. Ms. Benson earned her Msc. in 1982 from the University of Toronto.

Abstract: Canadian and American cities situated on the Niagara River historically evolved as major industrial and transportation hubs. Close to the Great Lakes shipping routes, cheap hydroelectric power and clean water attracted steel and chemical manufacturing industries and the thousands of jobs associated with them. By 1920 Buffalo was the fifth largest industrial region in North America, and through the 1950's was a leading center of steel production, automobiles, chemical manufacture and aerospace development and production. Like many heavy industrial regions, the Buffalo-Niagara region has suffered economic decline since 1950. For example, Buffalo has lost 64% of its manufacturing sector jobs and 43% of the total jobs over the past 40 years and its population has decreased from 580,000 in 1950 to about 312,000 today.



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This presentation illustrates the approach of a new generation of leadership, on both sides of the border, that understands the importance of the natural and industrial heritage of the area, the need for private-public partnerships, new approaches to regional planning, and community engagement. In 1998, the Cities of Buffalo, NY and Port Erie, Ontario requested the Waterfront Regeneration Trust to work with them to prepare an economic and environmental restoration strategy that would articulate a comprehensive vision for the area, identify environmental and economic development opportunities and priorities, and build new partnerships. The International Waterfront Gateway Strategy was published in the fall of 1998 and sets out a series of actions on both sides of the US-Canadian border to spark reinvestment in ways that build on local priorities and position the region in its international context.. The presentation focuses on the elements of the International Waterfront Gateway Strategy, the implementation issue and example projects that have been initiated.

Ann Davlin

Ann M. Davlin is the Director of the Brownfields Program of Regional Plan Association, the nation's oldest private, non-profit regional planning organization. Her responsibilities include coordinating efforts to encourage business, community and government entities to substantively address the need to redevelop abandoned industrial sites. Ms. Davlin's current projects include, a research initiative focused on using targeted federal, state and local funding to promote brownfields redevelopment, and the revitalization of an urban community through cultural and arts programming. Ms. Davlin chairs the oversight committee of the Lincoln Park Arts and Cultural Initiative in Newark, New Jersey. She is a board member of the Jersey City Museum. Ms. Davlin participates in the Pocantico Roundtable for Consensus on Brownfields and worked on the brownfields program at the New York City Partnership and Chamber of Commerce. Previously, she was Director of Outreach for environmental programs at the Department of Defense, which included overseeing the environmental justice program, and developing and managing production of the Department's presentation piece. Ms. Davlin worked in the White House on the scheduling staff of First Lady, Hillary Rodham Clinton, and on environmental issues in the Senate office of Vice President, Al Gore. Ms. Davlin holds a Bachelor of Arts in International Relations and Spanish from Lake Forest College and a Master of Public Affairs from Columbia University.

Tim Leonard

Biography / Abstract not available at time of printing.

Ellen A Walkowiak

Ellen Walkowiak is an Economic Development Coordinator with the City of Des Moines Office of Economic Development, which is a part of the City Manager's Office. She is the local Project Director for the EPA Brownfields Economic Redevelopment Initiative Program and Brownfields Cleanup Revolving Loan Fund Program.

During the past 10 years that she has worked with the City of Des Moines, she has managed several housing, commercial and industrial redevelopment projects that have involved environmental assessment and remediation. Her most notable accomplishment is the continuing redevelopment of a blighted, underutilized industrial tract of land known as the Guthrie Avenue Business Park. Since 1993, nearly 815,000 sq. ft. of new office/distribution and light manufacturing space has been constructed or is under construction at an estimated private investment of about \$30 million. She is now preparing the foundation for redevelopment of the Des Moines Agribusiness Park.

Ms. Walkowiak has a Master of Science degree in Resource Administration and Management from the University of New Hampshire and a Bachelor of Arts degree in Environmental Anthropology from the University of Pittsburgh. She is a graduate of the American Economic Development Council (AEDC), Economic Development Institute and won a national award for her thesis on sustainable development as an economic development strategy. Ms. Walkowiak is a Certified Economic Developer and a Certified Economic Development Finance Professional. She recently served on the National Association of Local Government Environmental Professionals (NALGEP) Smart Growth Advisory Council.

Abstract: Ellen Walkowiak will discuss strategies used and planned to engender redevelopment success of the 1,200-acre Des Moines Agribusiness Park. Issues related to recognizing value, activating effective partnerships, including attracting resources, and capitalizing on catalyst approaches will be explored.



2M. Tailoring Brownfields to Living Communities

Level: 300
Date: Tuesday, December 07, 1999
Time: 4:00 - 5:30 PM
Location: Dallas A-I

Purpose: The most successful brownfields projects mirror the personality and culture of their home communities. This session will consider how to build partnerships that catalyze community vision. Panelists will discuss financing tools that can be used to enhance a community's strengths and move it toward its vision for itself, and they will describe inspirational success stories from U.S. and abroad.

Speakers and Affiliation:

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|--|--|
| Earl Richardson (Moderator) <i>Executive Director</i> | Southeast Effective Development Seattle, WA |
| George Blackstone <i>President and CEO</i> | Greenfield International Bellevue, WA |
| Douglas Evans <i>Groundwork USA Program Manager</i> | National Park Service Boston, MA |
| John H. Hankinson Jr. <i>Regional Administrator</i> | U.S. Environmental Protection Agency Atlanta, GA |
| Vernice Miller-Travis <i>Executive Director</i> | Partnership for Sustainable Brownfields Redevelopment Bowie, MD |

Earl Richardson

Earl Richardson currently serves as Executive Director of SouthEast Effective Development (SEED), a non-profit community development corporation in Seattle, Washington. As the chief steward he represents the organization's mission and core values to all stakeholders, constituencies, community organizations, business, labor, foundations, governments, the public, and the news media. At SEED, Mr. Richardson directs housing and economic development projects for a 24 person staff. He approves all projects and negotiates all loans and grants with private lenders, city, state, and the federal government. He works directly with state legislative and federal officials, nonprofit organizations and lending institutions.

Mr. Richardson has over 25 years of experience in managing low-income housing and economic development projects with both non-profit and for-profit housing developers. He is experienced in planning and managing neighborhood commercial revitalization projects. During his career, he has overseen the development of more than 1,000 affordable housing units and one major neighborhood shopping center in Seattle's inner city. Mr. Richardson is currently working on a new mixed-use neighborhood shopping center that will be developed on a brownfield.

Prior to working at SouthEast Effective Development, Mr. Richardson worked for the City of Seattle for 20 years. During his last 6 years with the city, he was the Housing Division Director. He managed a staff of 115, the expenditure of \$80 million in low-income housing capital funds, as well as the division's \$4.1 million administrative operations budget.

George Blackstone

Biography / Abstract not available at time of printing.



Douglas Evans

Douglas Evans is the Groundwork USA Program Manager for the National Park Service. He is a landscape architect working with the Rivers & Trails Program since 1990. As Director of Rhode Island Projects, he provides assistance to community groups, state and local government and nonprofits working to conserve their natural resources and develop opportunities for community enjoyment of these resources. Significant projects include: the North South Trail, a 70 mile multi-use trail in western Rhode Island; the Woonasquatucket River Greenway, a 4.4 mile linear park through the underserved neighborhoods on the west side of Providence, RI, designated a Brownfields Showcase Community and American Heritage River; Rhode Island Greenways Congress, an annual gathering of public and private sector activists promoting development of an interconnected system of greenways, bikeways and now blueways in Rhode Island; Green Trail Quests, an interactive treasure hunt of the natural, cultural and historic resources in South County, RI; and Groundwork USA, a network of community corporations for the environment working to transform vacant, derelict or underused lands into community assets.

Mr. Evans received a Master of Landscape Architecture (MLA) Degree from the University of Massachusetts in 1987. To keep in perspective all the community process, public private partnerships and promotion these and other projects represent, Mr. Evans gardens, performs guerilla maintenance of neighborhood street trees and renews his spirit in the western mountains of Maine.

Abstract: Communities are awakening to the opportunity brownfields and other derelict vacant lands hold for providing the greenspace and other amenities that were omitted when they initially developed into industrial and manufacturing centers. They are also realizing the importance of a healthy and attractive physical environment, including streetscapes, parks, playgrounds, and community facilities to attracting the private sector investment needed to redevelop their brownfields and derelict vacant lands. Unfortunately, many communities do not have the capacity to undertake and sustain these environmental improvements, let alone maintain their existing resources. Groundwork USA is a network of independent, nonprofit community corporations for the environment, working to transform vacant, derelict or underused lands into sustainable community assets. Projects are undertaken in partnership with business, government, non-profits, foundations and community residents as part of an overall strategy for sustainable community rejuvenation. The model for Groundwork USA is the 17-year old Groundwork movement in England. This presentation will introduce the Groundwork model and the development of this public-private partnership in New York and New England. It will highlight how the local Groundwork pilots are building consensus and broadening support for community led environmental improvements with on-the-ground results.

John H. Hankinson Jr.

Biography / Abstract not available at time of printing

Vernice Miller-Travis

Vernice Miller-Travis is Executive Director of the Partnership for Sustainable Brownfields Redevelopment in Maryland.



2N. Financing Fun: Recreational Uses of Brownfields

Level: 200
Date: Tuesday, December 07, 1999
Time: 4:00 - 5:30 PM
Location: Dallas A-III

Purpose: Safe, open family recreation areas and facilities are hallmarks of a thriving neighborhood. Many communities have focused their brownfields efforts on parks, soccer and softball fields, golf courses, and community centers to fill this niche need. During this session, community leaders will provide their insight into making recreational use facilities work in your neighborhood. Bring your hard-hitting questions for in-depth discussion.

Speakers and Affiliation:

The Honorable Jim Marshall (Moderator)
Mayor

City of Macon
Macon, GA

James Aardema
Vice President

EnCap Golf, L.L.C.
Tampa, FL

William G. Cutler
Remedial Project Manager

FMC Corporation
Philadelphia, PA

The Honorable Jim Marshall

Biography / Abstract not available at time of printing.

James Aardema

Mr. Aardema has worked within the environmental industry for 15 years, including 4 ½ years as President and Chief Executive Officer of a full service consulting and engineering firm employing over 100 scientists, engineers and technicians. Mr. Aardema is one of the founders and a vice president of EnCap Golf, LLC, and is primarily responsible for landfill golf development operations. In recent years, Mr. Aardema has focused on operational strategy, resource acquisition and allocation, public and political relations, and site acquisition in the landfill golf niche of the brownfields redevelopment industry.

William G. Cutler

Biography / Abstract not available at time of printing.



20. To Market, To Market: The Business of Brownfields

Level: 200
Date: Monday, December 06, 1999
Time: 1:00 - 2:30 PM
Location: San Antonio A

Purpose: During this interactive session, market facts and statistics related to the "business of brownfields" will be analyzed by private sector leaders. They will discuss market size and divisions, functional and geographic distribution of environmentally impaired properties and the future regulatory trends that may impact the redevelopment marketplace.

Speakers and Affiliation:

Robert V. Colangelo (Moderator)
Executive Director

National Brownfield Association
Arlington Heights, IL

Steve Campbell
Vice President of Transactions

AMB Property Corporation
San Francisco, CA

Ken Cornell
Senior Vice President

AIG Environmental
New York, NY

William Gildea
President

Enventures Capital, LLC
Boston, MA

Robert V. Colangelo

Mr. Colangelo is an entrepreneur and has been involved with the identification of specialty niche sectors of the environmental market for more than 15 years. As a pioneer in the brownfield industry, he has founded three organizations: Brownfield Development, LLC, which acquired a 26-acre industrial park for renewal and development; Brownfield News magazine, the premier journal for tracking the emerging market; and the National Brownfield Association, a nonprofit organization dedicated to providing educational information that stimulates the transfer of brownfield properties. He was a founding member of the ASTM E.50 Committee and aided in drafting the Phase I Environmental Site Assessment and Pre-Screen Standard. He served as Co-Chairman on the AGWSE steering committee that developed the Environmental Site Assessment guidance document. He is author of the book, *Buyer Be (A) ware: Fundamentals of Environmental Property Assessments*, published by the National Groundwater Association and co-author of the book, *Environmental Site Assessments and Their Impact on Property Value: The Appraisers Role*, published by the Appraisal Institute. He developed a short course training program and through the University of Wisconsin and the National Water Well Association, he has taught over 1,000 professionals techniques for conducting Phase I Site Assessments. As the founder of Environmental Planning Group, Inc., a strategic consulting company, he established one of the first U.S./Russian joint stock companies in Moscow. He was awarded over \$2 million in government contracts with the U.S. DOE and DOC to identify and commercialize Soviet dual-use defense technologies that have application to U.S. government sites, and to establish the American Business Center, Nizhnevartovsk, to assist in the sustainable development of the Western Siberian oil and gas fields.

Prior to his work in the Former Soviet Union, Mr. Colangelo was employed with the American Colloid Company as Manager of the Water Well Division. Mr. Colangelo was a project manager at Donohue and Associates, where he established a Phase I Site Assessment Group. At Woodward-Clyde Consultants he supervised numerous Superfund RI/FS investigations and remediation projects.

Mr. Colangelo is a Certified Professional Geologist and received his Master of Science Degree in Hydrogeology and a Bachelor of Science in Geology from Northeastern Illinois University.

Abstract: The term "brownfield" is like quality, we know what it is, but find it difficult to accurately define. The word has come to mean, in its broadest definition, "environmentally impaired property" and was first cited in the literature in 1993. Since then, an army of professionals from both the public and private sector have migrated from established markets to this emerging market. These professionals come to provide goods and services that support



the transfer of environmentally impaired properties, to buy and sell impaired properties and to create policy that promotes the transfer, renewal and development of these sites.

Many businesses, individuals and non-profits are aware of the benefits of developing brownfields due to the outreach efforts of federal agencies, and state and local governments. This heightened awareness has moved the market to a point where it is close to gaining the critical mass necessary to create a new industry. However, few transactions have been completed to date. In order to support the rush of professionals who have gravitated to the market and for the market to gain critical mass, the number of property transfers must increase.

An analysis of the emerging brownfield market is presented that looks at the four major sectors that make up the market and describes the role of each sector in the deal making process. Statistical information pertaining to market size, an estimate of the number of brownfields properties, the distribution of properties by geographic location, and the functional property type by value is presented along with observations of market trends and suggestions for stimulating property transfers.

Steve Campbell

Steve Campbell works for AMB Property Corporation, one of the largest Real Estate Investment Trusts (REIT) in the United States. AMB is active in markets across the country and focuses primarily on industrial properties located in major distribution markets. AMB owns and operates 706 properties totaling 67.6 million square feet. Last year, AMB was one of the largest buyers of environmentally challenged properties in the country, largely due to its focus on strategically located in-fill real estate in industrial markets. Mr. Campbell is a vice president in the Transactions Group, and is responsible for AMB's environmental program, which includes overseeing the acquisition of all environmentally challenged properties. He also oversees the Investment Alliance and Partnership between AIG Global Real Estate Investment Corp. (AIG) and AMB. This relationship was specifically formed to acquire, develop, redevelop, renovate, remediate, finance, lease, maintain, operate and ultimately dispose of environmentally challenged industrial and/or retail properties in national markets throughout the United States.

Before joining AMB, Mr. Campbell was a vice president for the infrastructure management and environmental engineering firm Versar. During his 10 years with Versar, he oversaw the engineering group and was responsible for the investigation and cleanup of commercial and industrial properties located throughout the U.S. He has done extensive work relating to the fate and transport of organic contaminants and risk-based cleanup standards, and has served as an expert witness on technical and insurance related litigation. He is a Registered Professional Geologist, Certified Hazardous Materials Manager, and has a degree in Geology from the University of California.

Ken Cornell

Mr. Cornell is Senior Vice President and Chief Underwriting Officer of AIG Environmental and has fifteen years of insurance experience. His responsibilities include environmental and related casualty coverages on a domestic and international basis. Prior to his current position, Mr. Cornell served as Vice President with AIG Environmental in the Pollution Liability Division. AIG Environmental is the primary environmental insurance subsidiary of American International Group, Inc. (AIG), the nation's largest underwriter of commercial and industrial coverages.

Mr. Cornell opened and managed the Pollution Liability Division's New York Region office in 1989. In 1991 he moved to the corporate office where he served as the Pollution Division's National Underwriting Manager. Mr. Cornell is a member of the National Association of Mutual Insurers Environmental Impairment Committee and the Board of Governors of Environmental Risk Management. He frequently speaks at insurance trade and environmental technical conferences.

William Gildea

Mr. Gildea offers unique expertise in the area of commercial real estate, focusing upon finance, investment and insurance for properties impacted by environmental issues. He has arranged financing and negotiated the placement of environmental insurance on a variety of properties.

Mr. Gildea's prior experience includes The Connecticut Bank and Trust and Phoenix Investment Counsel. He co-founded Environmental Warranty, an environmental insurance firm, and as Managing Director was responsible for client management and marketing. With more than 10 years of experience in the financial services industry, Mr. Gildea has managed a variety of projects including the following: the development of an environmental insurance



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program for a capital markets specialty lender; the financing of contaminated property through a conduit lender; and negotiation of environmental insurance to guarantee remediation. Mr. Gildea has recently been appointed Secretary/Treasurer of the National Brownfields Association, and is a member of the Mortgage Bankers Association.

Along with a capital markets consultant, Mr. Gildea manages the process of loan and insurance placements for Enventures Capital's clients. Mr. Gildea earned a Master of Business Administration Degree from Rensselaer Polytechnic Institute.



2P. Digging for Gold: Using HUD to Unearth Brownfields Potential

Level: 100
Date: Tuesday, December 07, 1999
Time: 8:45 - 10:15 AM
Location: Houston A

Purpose: Brownfields redevelopment is critical to untapping potential and creating new investment opportunities in cities. The Department of Housing and Urban Development (HUD) can provide critical seed financing to make your projects viable and turn liabilities into foundations for urban revitalization. This session will tell you how to compete for and win Brownfields Economic Development Initiative (BEDI) grants and Section 108 loan guarantees.

Speakers and Affiliation:

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| Roy O. Priest (Moderator) <i>President and Chief Executive Officer</i> | National Congress for Community Economic Development Washington, DC |
| Julie A. Johncox <i>Economic Development Specialist</i> | U.S. Department of Housing and Urban Development Fort Worth, TX |
| James M. Johnson <i>Community Planning and Development Representative</i> | U.S. Department of Housing and Urban Development Fort Worth, TX |
| Earl Richardson <i>Executive Director</i> | Southeast Effective Development Seattle, WA |
| Kristen J. Sarri | U.S. Department of Housing and Urban Development Washington, DC |
| Ben Wolters <i>Senior Community Development Specialist</i> | City of Seattle Seattle, WA |

Roy O. Priest

Roy Priest is President and CEO of the National Congress for Community Economic Development (NCCED). In his role as Chief Executive to the nation's trade association representing more than 4,300 community development corporations (CDCs) nationwide, Mr. Priest brings both innovative, effective strategies designed to foster growth and prosperity in America's economically distressed communities and a thorough knowledge of the programs, procedures, funding criteria, policy shapers, and community leaders in the federal, state, local, philanthropic, and economic development arenas. His distinguished 32 year career in government, at both the local municipal and federal level, reflects his steadfast commitment to serving the social and economic needs of our nation's families and communities.

During his seventeen-year tenure with the U.S. Department for Housing and Urban Development (HUD) Mr. Priest helped create and direct ground-breaking initiatives that aided in the empowerment of community development corporations. As the Director of Economic Development, he administered and managed HUD's economic development programs including the Urban Development Action Grant (UDAG), Empowerment Zones, Enterprise Communities, Champion Communities and CDBG. While at HUD, he also directed the Buffalo, NY Community Planning and Development Office and the national UDAG program. HUD Secretary Andrew Cuomo noted, "Roy accomplished great things during his tenure at HUD. He's sure to lead NCCED to exciting new places." Throughout his career, Roy Priest has been a committed ally and leader of the community development movement. Vice President Gore recently noted in a letter to Mr. Priest, "The talent you displayed for building partnerships has been key to successfully launching the Empowerment Zones and Enterprise Communities Initiative - one of my top priorities. I am pleased to hear that in your new role you will keep working with communities."



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Roy Priest earned a Bachelor of Science Degree from Central State University in Wilberforce, Ohio. He also holds a Master Degree in Public Administration from the American University and a Master Degree in City & Regional Planning from the Catholic University of America.

Julie A. Johncox

Julie Johncox joined The Department of Housing and Urban Development as part of the Community Builder Fellowship Program in April of this year. Her background is in urban revitalization, and over the past five years she offered her skills to Center City of Amarillo, A non profit agency dedicated to downtown revitalization. Before moving to Amarillo, Julie was the Director of the Main Street New Mexico a program of the State of New Mexico Economic Development Department and affiliated with the National Trust for Historic Preservation. She also served as a member of the State of New Mexico Community Development Taskforce. She is a certified Community Developer from UCA Community Development Institute and has completed the three-year certification process through American Economic Development Council.

Ms. Johncox's voluntary activities center on fostering opportunities for those around her. She served as a Board Member of Leadership Amarillo and the Leadership Amarillo Youth Programs. She has been a mentor for Sponsor a Scholar, a member of Center City Business and Professional Women, and rotary International.

Ms. Johncox holds a Bachelor's degree in Journalism and Public Relations from Southwest Texas State University. She has also received certification from John F. Kennedy School of Governmental Affairs management program at Harvard University.

James M. Johnson

James Johnson is Senior Community Development Representative with the Texas State Office of Housing and Urban Development in Fort Worth, Texas. He has worked on economic development projects involving Section 108 and CDBG funding for over 10 years.

Earl Richardson

Earl Richardson currently serves as Executive Director of SouthEast Effective Development (SEED), a non-profit community development corporation in Seattle, Washington. As the chief steward he represents the organization's mission and core values to all stakeholders, constituencies, community organizations, business, labor, foundations, governments, the public, and the news media. At SEED, Mr. Richardson directs housing and economic development projects for a 24 person staff. He approves all projects and negotiates all loans and grants with private lenders, city, state, and the federal government. He works directly with state legislative and federal officials, nonprofit organizations and lending institutions.

Mr. Richardson has over 25 years of experience in managing low-income housing and economic development projects with both non-profit and for-profit housing developers. He is experienced in planning and managing neighborhood commercial revitalization projects. During his career, he has overseen the development of more than 1,000 affordable housing units and one major neighborhood shopping center in Seattle's inner city. Mr. Richardson is currently working on a new mixed-use neighborhood shopping center that will be developed on a brownfield.

Prior to working at SouthEast Effective Development, Mr. Richardson worked for the City of Seattle for 20 years. During his last 6 years with the city, he was the Housing Division Director. He managed a staff of 115, the expenditure of \$80 million in low-income housing capital funds, as well as the division's \$4.1 million administrative operations budget.

Abstract: On August 5, SouthEast Effective Development (SEED), non-profit community development corporation, received \$17.2 million in assistance from the U.S. Department of Housing and Urban Development (HUD) to develop a major mixed-use project. The project, Rainier Court, will include retail and restaurants, small office spaces, market rate and moderate-income rental housing and a movie theater. The land was formerly used by industrial and commercial businesses that cause contamination, which must be cleaned prior to redevelopment.

The HUD award includes a \$1.75 million Brownfields Economic Development Initiative (BEDI) grant and \$15.5 million in loan guarantees from HUD. The site lies in the center of a designated Neighborhood Reinvestment Area (now Community Empowerment Zone), which enables the State to target community development funds to this economically lagging area. In addition, businesses that invest or reinvest at the site will be given certain



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exemptions from various State taxes. The project is also within the City of Seattle's federally approved Neighborhood Revitalization Strategy area and is just four blocks north of Seattle's Enterprise Community Zone, from which both employees and customers will be heavily drawn.

The City of Seattle has formed a partnership with SEED to remove barriers and attract resources that will make the area competitive for new commercial development. The city has designated this area as the Southeast Seattle Reinvestment Area. Resulting advantages include an amended land use code to enhance development flexibility, targeted public investment infrastructure, and expedited zoning and permitting review. Rainier Court will consist of two 19,000 to 25,000 square foot anchor retailers, 49,000 square feet of small shop retail, 38,800 square feet of office/retail and a movie theater. In addition, surface and underground parking for 1009 cars will support the project. The smaller stores will be a mix of national retail outlets and independent stores. The development team will seek tenants not already represented in the area. The housing will be modestly priced townhomes and rental units adjacent to and above the retail development.

The completion of a modern, quality mixed-use housing and commercial village center in this location will have significant and lasting community development benefits. And as Secretary Cuomo has said, "one of the most important challenges facing cities today is cleaning up and revitalizing abandoned industrial and commercial sites that were the engines of America's economic greatness in our past."

Kristen J. Sarri

Kristen Sarri works on brownfields redevelopment issues in the Office of Community Planning and Development at the U.S. Department of Housing and Urban Development. The Office of Community Planning and Development administers grant programs that help communities plan and finance their growth and development, increase their capacity to govern, and provide shelter and services for homeless people. These programs include: Community Development Block Grants, Section 108 Loan Guarantees, the Brownfields Economic Development Initiative, the EZ/EC Initiative and Home Investment in Affordable Housing (HOME).

Ms. Sarri serves as a liaison to local, state and federal government officials, community organizations, and the private sector for HUD's Brownfields Economic Development Initiative.

Ms. Sarri graduated from Washington University with a B.A. in biology, and received her MPH in Health Education and MS in Natural Resource Policy from the University of Michigan.

Ben Wolters

Biography / Abstract not available at time of printing.



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